

# GRAIN DEALERS JOURNAL

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Montgomery & Tompkins, receivers and shippers.  
Mutual Grain Co., grain commission.\*  
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Merriam Commission Co., consignments.  
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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McCague, R. S., grain, hay.\*  
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Koch Grain Co., Geo., Kansas turkey wheat.  
McCullough Grain Co., consignments.\*  
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Powell & Co., L. H., receivers and shippers.  
Roehen Grain Co., E. E., consignments.  
Roth Grain Co., receivers and shippers.  
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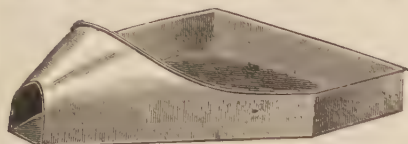
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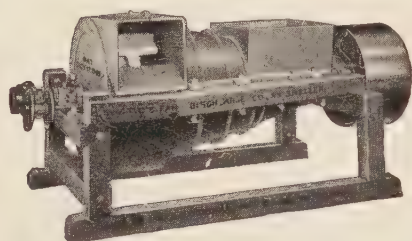
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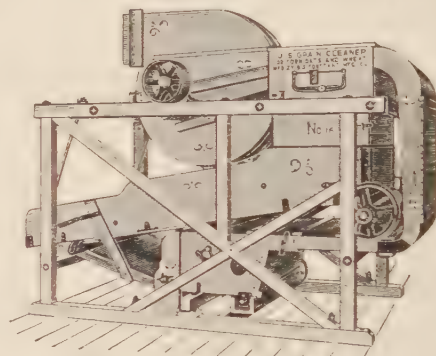
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Let us figure with you on the best

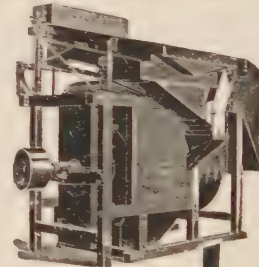
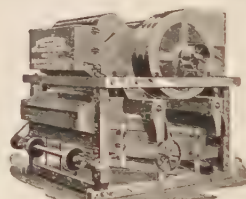
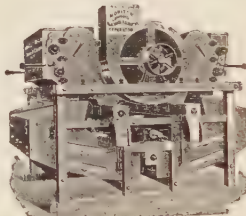
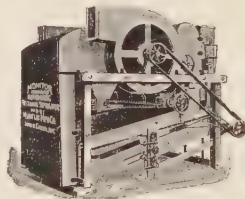
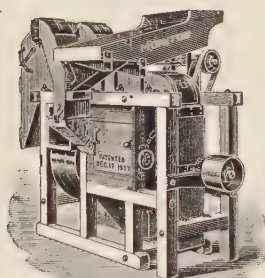
**B. S. CONSTANT MFG. CO.,**

Bloomington  
Illinois

## U. S. CORN CLEANER



Also Oats, Wheat and Barley



America's  
Best

*Monitor*

**SMUTTERS**

**OAT CLIPPERS**

**GRAIN CLEANERS**

**When they make good—you pay**

We allow  
you 30 days  
trial

You know to a certainty that a "Monitor" is just as good a machine at work on your floors as it is in our catalog,—before you accept the machine—and in our catalog we claim "Monitors" are the most modern, best built and equipped, most economical and efficient machines built today—the same strong claims and iron-clad guarantee holds good for any of our 136 styles of "Monitor" Grain Cleaners, Oat Clippers, or Smutters. When the trial has expired you are satisfied and your name is added to our list of over thirty-one thousand satisfied customers. You cannot afford to use a cheap machine, nor one of those "just-as-good-as-a-Monitor'." Our catalog tells you why. Wish a copy? Free on request.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**



# ON SKEPTICS

The Titanic Sunk before skeptics believed in the efficiency of the wireless.

War in Europe was on in full blast before the "wise ones" (?) were convinced that it could happen.

*The same skepticism prevails among elevator owners and operators. Hundreds of them had to have a big shutdown in their house before they were convinced of the great value of*



WESTERN REGULAR WAREHOUSE SHELLER



# Western Service

WESTERN MILL SHELLER



## Are You A Skeptic?

Are you one of those men who still hold on to the idea that it won't happen to you?

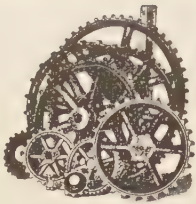
Do you believe that you can indefinitely postpone investigation of service and equipment that protect against profit-killing delays, and unlooked for accidents, and shutdowns due to poor equipment?

Your day is coming, Mr. Operator! Get our proposition for protecting you. Be wise today.

UNION IRON WORKS

DECATUR, ILLINOIS





**SPROCKET WHEELS**  
Plain, Split or with Clutches



By comparison the best. Full line of  
**WAGON, HOPPER AND DUMP SCALES**



**PULLEYS**  
Cast Iron, Steel, Rim, Wood  
Split, Friction Clutch



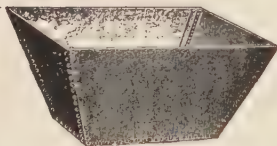
**CUP BOLTS**  
All kinds



**GRAIN TESTERS**  
All sizes



**BELTING**  
Rubber and Leather



**BOOT PANS**  
All sizes



**SALEM CUPS**



**SPROCKET CHAIN**  
All sizes



**CAST IRON BOOTS**  
Adjustable. All sizes.



**LOADING SPOUTS**  
Best material. Made in any size.

## **LARGEST STOCK**

**Grain Elevator Machinery and Supplies**

## **LOWEST PRICES**

**SHEAVE WHEELS  
TRANSMISSION ROPE  
DISTRIBUTING SPOUTS  
INDICATOR STANDS  
SPIRAL STEEL CONVEYOR  
CONTROLLABLE WAGON DUMP  
PLAIN DUMP IRONS  
EAR CORN FEEDERS  
FEED MILLS  
MAN LIFTS, ETC.**

**Get Our Prices on Gasoline Engines and  
Automatic Scales Before Buying. We  
Will Save You Money.**

**SPECIAL PRICES ON COMPLETE  
ELEVATOR EQUIPMENT.**

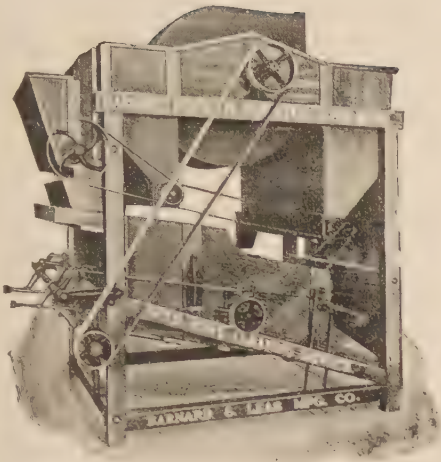
Can we favor you with a copy of our Handy  
Net Price Catalog?

## **Everything in the Elevator**

CAN BE HAD FROM THE

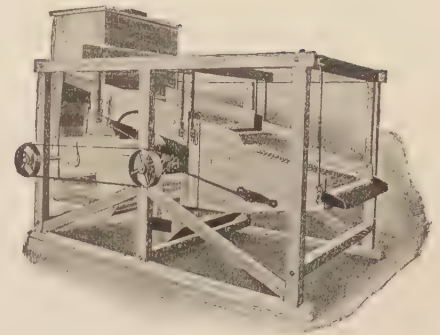
**American Supply Co.**  
**OMAHA NEB.**





Perfected Separator

## Everything for Grain Elevators and Feed Mills



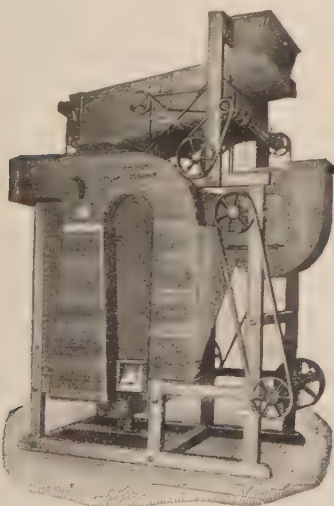
Corn Cleaner

For over 50 years we have been building this class of machinery and our line is known wherever grain is grown.

We made the first successful wheat separator, the first sieve corn cleaner, the first ball bearing feed mill, and in fact, have always been first to introduce anything of value.

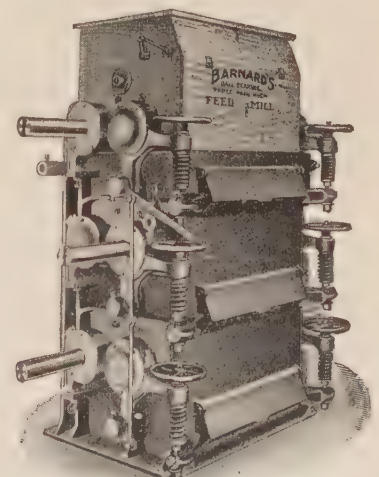
Our line includes Separators, Scourers and Oat Clippers of all kinds, a full line of Feed Mills and Corn Shellers and Cleaners, Packers, Grain Dryers, Dust Collectors and Power Connections and Supplies of all kinds.

*Send for latest catalogue*



Moline Upright Oat Clipper

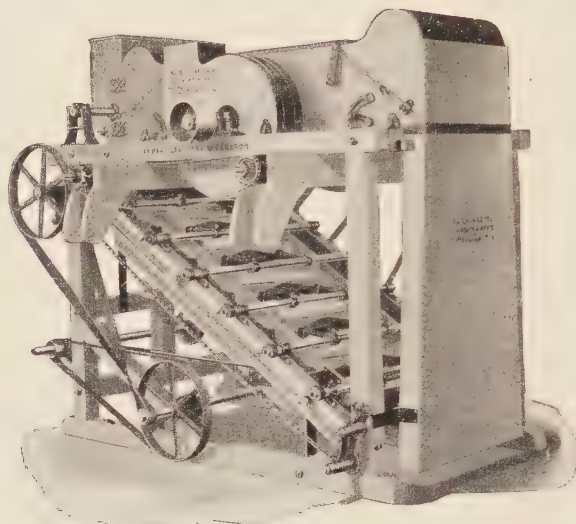
**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



Ball Bearing Feed Mill



# EUREKA



## A NEW MACHINE for cleaning OATY WHEAT

The best thing in the world for  
separating oats and barley  
from wheat

**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.

## Elevator Machinery and Supplies

We carry a large stock and can  
fill orders promptly.

## Grain Cleaning Machinery

We handle a full line and can  
give you a machine for any  
kind of work you want to do.

## Roll Corrugating and Grinding

The best work—quick service.

Write us for Catalog and Prices  
on anything you need.

*The*  
**Strong-Scott Mfg. Co.**  
MINNEAPOLIS, MINN.

Northwestern Agents for  
Invincible Grain Cleaners,  
Richardson Automatic Scales,  
Knickerbocker Dust Collectors

## TYDEN CAR SEALS Applied by Shippers PREVENT CLAIM LOSSES

Each seal bears your  
name and a consecutive  
number.

Thousands of shippers  
use them.

Write for Samples and Prices  
**INTERNATIONAL SEAL & LOCK CO**  
Chas. J. Webb, Gen'l Sales Agent  
617 Railway Exchange Bldg., CHICAGO, ILL.



## WANT HELP?

Then consult the "Situations Wanted"  
columns of the Grain Dealers Journal.

## ELEVATOR MACHINERY

**G**RAIN DRYERS—All sizes, CRUSHERS,  
SHELLERS and MILLS CONVEYORS  
and ELEVATORS, CHAIN BELT and  
SPROCKET WHEELS, OAT MEAL and  
PEARLED BARLEY MACHINERY,  
HOMINY MILLS

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows:  
Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare;  
Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10x15 1/2 inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price. \$2.50.

## GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.



No Freezing  
No Bursting

## THE Automatic Drain Circulating Pump

Action of Pump depends  
upon the starting and  
stopping of Engine.  
Write for particulars.

G. G. Forester Mfg. Co.  
MOLINE, ILLINOIS

## The Automatic Dump Controller

Grain Dealers Everywhere Are Using IT.



It's a Wonder.  
It's small but strong.  
It's out of the road and  
needs no attention.  
It's minus of levers and  
triggers.  
It has no friction or  
springs.  
It's simple and easily at-  
tached.  
It's durable and efficient.  
It's self-lubricating.  
It's perfectly automatic.

The hundreds that are in use show they  
please others, and they will please YOU.  
We will ship you one on FREE TRIAL.

L. J. McMILLIN  
Board of Trade Bldg., Indianapolis, Ind.

## BOWSER FEED MILLS

GROW  
HEALTHY  
STOCK

Crush ear corn (with or  
without shucks) and grind  
all kinds of small grain.

Handy to operate—light-  
est running. 10 sizes: 2 to  
25 h. p., capacity 6 to 200  
bushels. Conical shape  
Grinders. Different from  
all others.

Write for Catalog  
and folder about the value of  
different feeds and manures.

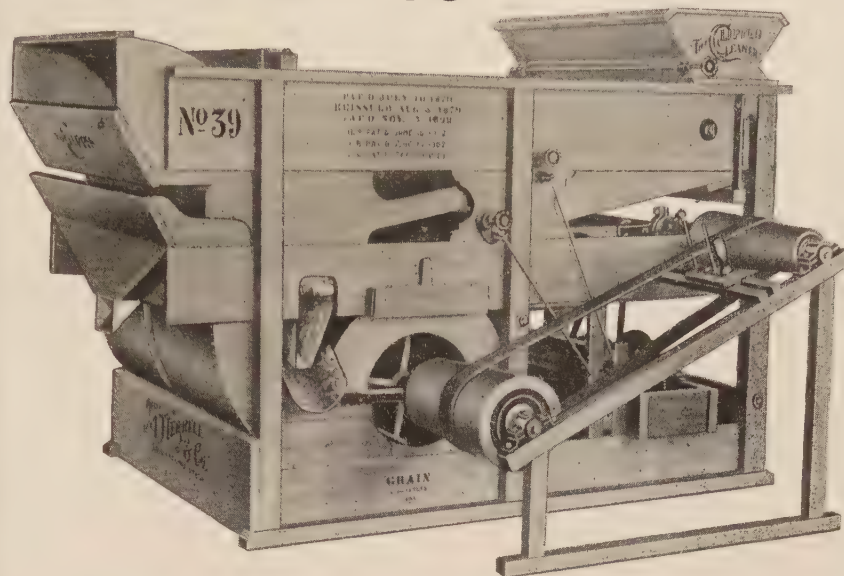
The N. P. BOWSER CO.  
South Bend, Ind.



The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

GRAIN DEALERS JOURNAL

## "CLIPPER" 39



### Take the Clipper 39 for Example

Here's a machine that combines every practical  
theory evolved by many years experience.

It contains the only successful device in use on  
Grain Cleaning machinery, that keeps the screens clean.

It cleans and separates grain thoroughly first by  
passing over screens—second by air weighing.

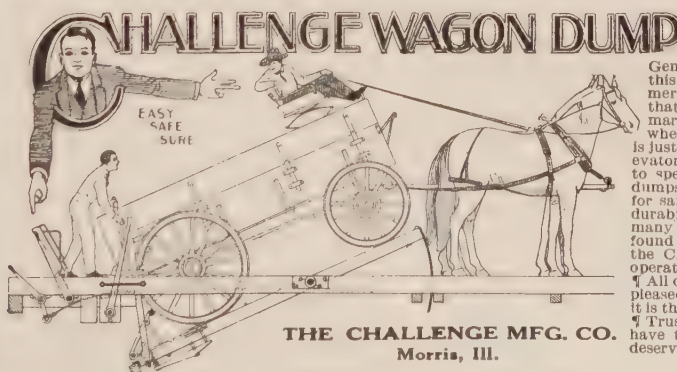
This latter method carries away all the foreign  
material lighter than the grain that is left after it has  
passed over the screen. The heavier material has al-  
ready been disposed of before it reaches the air weighing  
process.

If you believe that the ounce of prevention is worth  
a ton of cure, put a postage stamp on a request for  
particulars to—

A. T. FERRELL & CO.

SAGINAW, W. S.

MICHIGAN



THE CHALLENGE MFG. CO.  
Morris, Ill.

Manson, Ia., Feb. 22, '15.  
THE CHALLENGE

MFG. CO., Morris, Ill.  
Gentlemen: I am writing you at  
this time, to tell you of the  
merits of your dump, and to say  
that it is the only dump on the  
market, that is or comes any-  
where near being a safety dump  
is just what I mean, and any el-  
evator using a dump can not afford  
to spend their money on other  
dumps for this has them all skinned  
for safety, ease of operation, and  
durability. I have tried a good  
many different dumps but have  
found none that will compare with  
the Challenge, and any fool can  
operate it, for it is fool proof.  
All of the farmers are more than  
pleased with it, and they say that  
it is the last word in the dump line.  
Trusting that your company will  
have the success that your dump  
deserves, I am, yours truly,  
A. HAKES.

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.

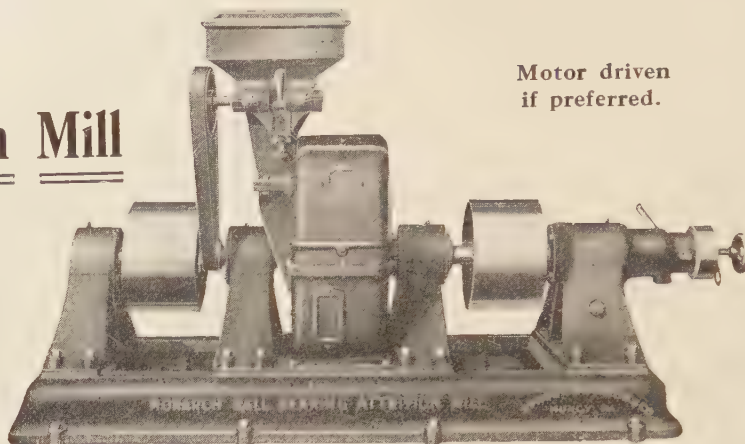


## The Monarch Ball Bearing Attrition Mill

### Highest Efficiency,

Coupled with time, labor and lubricant saving features, makes this mill the most satisfactory and economical feed grinder on the market.

Write for Catalog D-No. 115. We will gladly mail you a copy without cost or obligation.



Motor driven  
if preferred.

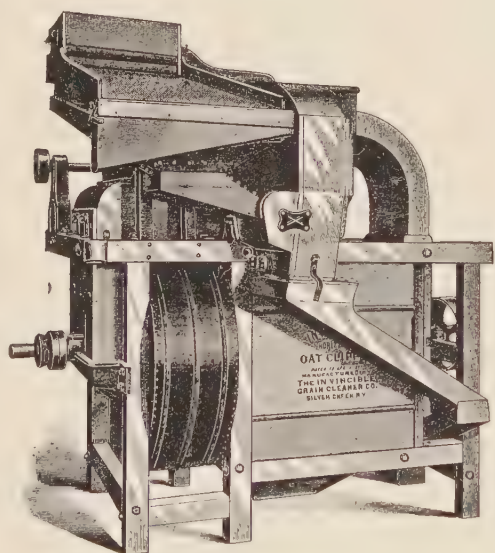
## Sprout, Waldron & Company,

Milling Engineers

Originators of The Ball Bearing Attrition Mill

Main Office and Works: Muncy, Pa. P. O. Box No. 26

Chicago Office, No. 9 S. Clinton St.



## SCOURER } Combined CLIPPER } In One CLEANER } Machine

DOES the work of two machines in the space and on the power of one. The

### INVINCIBLE COMBINATION Scourer, Clipper and Cleaner

makes this possible by the use of a detachable "carry-by" spout. When cleaning only, the spout carries the grain by the clipping or scouring cylinder. For scouring or clipping, the spout is removed, and the regular cylinder-feed spout inserted.

Simple—quickly and easily adjusted—effective—economical. Thousands in daily satisfactory use.

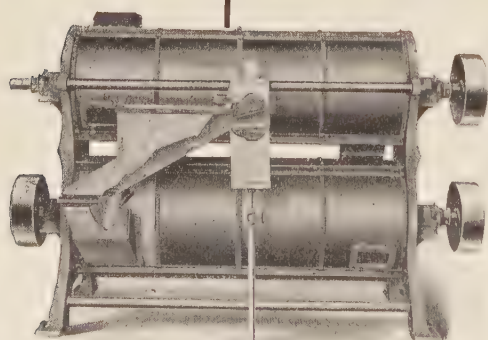
Write today for descriptive literature and names of users. Furnished with ball-bearings, if desired.

### INVINCIBLE GRAIN CLEANER CO.

Dept. 4, Silver Creek, N. Y.

Representatives:

CHICAGO, ILL., 1041 Webster Bldg., F. H. Morley, Jr. CLEVELAND, TENN., 2310 Church St., J. H. Bates. INDIANAPOLIS, IND., Board of Trade, C. L. Hogle. KANSAS CITY, MO., 234 Exchange Bldg., F. J. Murphy. MINNEAPOLIS, MINN., and WINNIPEG, MAN., Strong Scott Mfg. Co. PHILADELPHIA, PA., 25 S. 61st St., C. Wilkinson. TOLEDO, Ohio, Jefferson House, Chas. H. Sterling. SAN FRANCISCO, CAL., 17th and Mississippi, W. King, Pacific Coast Rep.



### W.-D. WHEAT WASHER AND DRIER

The wheat cleaning department of every mill and elevator can now be brought up to the very topmost summit of efficiency.

The Wolf-Dawson Wheat Washer and Drier is one of the greatest strides toward the production of perfect milling wheat the world has ever seen.

Send for Bulletin No. 93.

THE WOLF COMPANY, Chambersburg, Pa.

### Receiving and Stock Book

FORM 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that buyer can add up columns and quickly determine the number of bushels of each kind of grain on hand. Herewith is reproduced top of a page showing column headings, rulings and spacing.

The book is formed of 160 pages of superior linen ledger paper, each page 9x12 inches. Spaces are provided for 3,200 wagon loads. The book is well bound with leather back and round corners. Price, \$1.50.

### GRAIN DEALERS JOURNAL

La Salle St.

Chicago, Ill.



In shipping this High Priced Grain, extra care should be taken in coopering the cars.

The quickest and best method of coopering is provided in **Kennedy Car Liners**.

A majority of the largest shippers use them.

Made only by

The Kennedy Car Liner & Bag Company  
Shelbyville, Indiana

## Use Our Sanitary "RAT SWAT" —That's What

Satisfactory results or Your Money refunded. One pkg. covers 3,000 sq. ft. floor space. PRICE \$3.00. Express prepaid. Send for booklet, Dept. D.

We also manufacture  
Roach and Bed Bug Swat.

**San-O-Zone Chemical Co.**  
Board of Trade Bldg.  
KANSAS CITY MISSOURI

It is the returns from advertising that permits the maximum of service to our readers. Please specify the **Grain Dealers Journal** when writing an advertiser.

# Face the Truth Squarely

Let us show you!  
Let us prove to you beyond a shadow of doubt that a **RICHARDSON AUTOMATIC SCALE** is positively **MORE ACCURATE** than any other scale.

It is the equal balance beam that makes it **more accurate**.

When you've said it makes more drafts than a hopper scale you have **not** proved that it is less accurate.

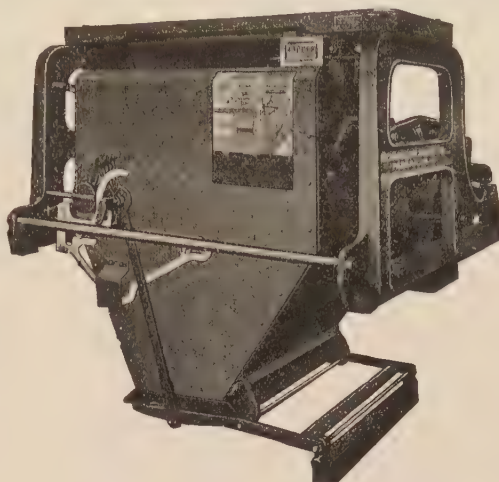
Because every draft is **guaranteed** not to vary more than  $\frac{1}{16}$ th of 1% and average accuracy has been as close as  $\frac{1}{400}$ th of 1%.

What hopper scale can live up to such accuracy?

The Richardson **accuracy** is a standard.

**YOU CANT BEAT IT.**

Grain dealers who know will confirm what we have said.



Write for proof to nearest office.

## Richardson Scale Company

1909 Republic Building, CHICAGO  
532 State Bank Building, OMAHA, NEB.  
Other Offices at Passaic, N. J., Buffalo, N. Y., Dallas, Texas, Atlanta, Ga., New York, N. Y.

818 W. Emporia Street, WICHITA, KAS.  
413 3rd Street, SOUTH MINNEAPOLIS

## POST YOUR PRICES

| TODAYS PRICES |     |
|---------------|-----|
| OATS          | 45  |
| CORN          | 77  |
| WHEAT         | 101 |
| RYE           | 118 |
| BARLEY        | 134 |
| CLOVERSEED    | 950 |

and stick to them. The farmer likes to know he is getting a square deal.

An attractive, convenient Bulletin for posting the prices you are bidding for grain, seeds and hay, will save you money.

Price Posting Bulletin Form 1 is made of heavy No. 30 gauge steel, japanned so that it will not rust. Top piece contains the words "**TODAY'S PRICES**" in bold, white type; punched for screw hooks. Six card holders are hung to top so as to provide room to post prices bid for different commodities.

Card holders are turned over on top and bottom edges so they will hold the

cards firmly. Complete set of cards bearing the words, Oats, Wheat, Rye, Barley, Y. Corn, W. Corn, Flax, Clover, Timothy, Alsike and Hay; and 10 sets of digits so that the price of each commodity may be easily and quickly posted.

Order Form 1.

Size 14x19 $\frac{1}{2}$  inches.

**Price \$2.00**

**GRAIN DEALERS JOURNAL**

315 South La Salle St.

Chicago, Ill.

## Save Me Money If you would sell me—

So says the shrewd elevator operator to the manufacturer who claims he can.

"Show Me"—says the E. O.

That's the kind of a proposition we like to run into because our hobby is not only to "show" but to show by making you more money from separations than you ever made before.

We save by earning more. We earn more by saving the good grain, and giving more screenings. We want to put a Richardson general purpose separator, on about 24 sq. feet of your floor. Feed it to capacity for 30 days and keep a close record of the daily results—the quantity run—the quality of separations made, the power consumed—the actual money earned. If this last item is not greater in proportion to the work done—if your separations aren't better than any you ever had before—send the machine back to us, at our expense.

If your bump of business curiosity isn't big enough to make you see why we will do this, get some friend to do it for you.


There's a reason for our claim and there's money for you in the reason.

Write yourself or get your friend to. Just say "Show Me."

**RICHARDSON GRAIN SEPARATOR CO.**

15th Ave. S. E. & N. P. Tracks  
Minneapolis, Minnesota



**B**  
  
**Fumigate Your Elevators and Mills with FUMA**  
 The only satisfactory method of treating grain in the bin, kills all insects, weevils, moths, etc.  
 10c. per lb., in 50 lb. and 100 lb. drums.  
 Send for printed matter.  
**EDWARD R. TAYLOR**  
 Manufacturing Chemist PENN YAN, N. Y.

**The Van Ness Safety  
 Roller Bearing Manlift**  
  
 Is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.  
 Has wire cable and cotton haul line. Sold on 30 days' trial. Write for circulars and prices.  
 Manufactured and for sale by  
**R. M. Van Ness  
 Construction Company**  
 404-406 State Bank Bldg.,  
 OMAHA, NEB.  
 Branch Offices at  
 Fairbury, Neb. and Lincoln, Neb.

**SUCCESS  
 SAFETY MAN LIFT**  
 ATTENTION,  
 ELEVATOR CONTRACTORS!  
 Write us for our Special  
 Proposition for 1913  
**DO IT NOW**  
**HASTINGS**  
 Foundry & Iron Works  
 HASTINGS NEBR.

**Cover's Dust Protector**  
  
 Rubber Protector, \$2.00  
 Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
 Box 404 South Bend, Ind.

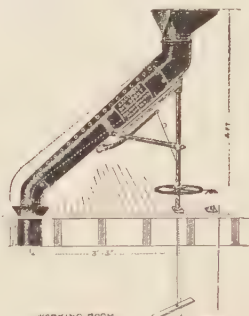
**Lightning Can't Strike  
 if**  
 Illustrated Book on Lightning Free.  
 Explains kind of rods that protect.  
**W. C. SHINN, 147 N. 16th St. Lincoln, Neb.**  
**Shinn Gets There First**

**Your Opportunity**  
 is here. Now is the time to let the elevator man know you want his business. Advertise in the  
**Grain Dealers Journal**

# GERBER PRODUCTS

**HAVE NO EQUAL—**

The Patent Flexible Chain Telescope Car Loading Spout is the best, yet cheapest, as it will outwear two ordinary flexible spouts. Made of metal almost equal to saw blade.  
 Note swivel joint at S.



## Improved Distributing Spouts

will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world-wide reputation.


Don't accept those "almost as good."  
 For satisfaction, get the genuine, made by

**J. J. GERBER**  
 MINNEAPOLIS, MINNESOTA

## TONS to Dollars and Cents

Shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. Well printed on good paper, and bound in cloth; marginal index. Size 4½x8½ inches, 110 pages. Price \$1.00.

**GRAIN DEALERS JOURNAL, La Salle St., CHICAGO, ILL.**

**DON'T PAY TWO PRICES  
 for a Friction Clutch**  
  
 Some sales as low as one dollar per repower. This clutch will carry 25 to 50% overload. Built any size 5 to 100 HP. Write today for circular and description.  
**Decatur Fdy. Furnace & Machine Co., Dept. D, Decatur, Ind**

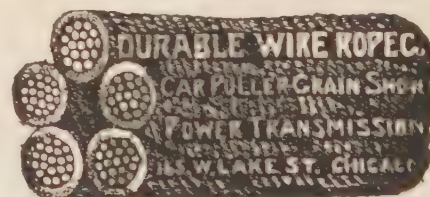
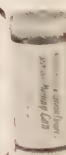
## Sample Envelopes Non-Sifting

Designed especially for mailing samples grain and seed. Specimens free.

**TULLAR ENVELOPE CO.**  
 39-45 Congress St., W., Detroit, Mich.

For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

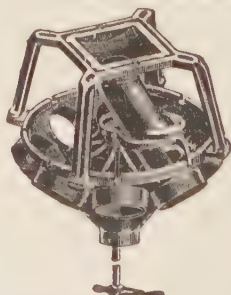
**ST. LOUIS PAPER CAN AND TUBE CO.**  
 ST. LOUIS, MO.



## HALL SPECIFICATIONS

include a guarantee of results in bushels per hour by actual demonstration in your plant for as many hours as you may wish to test it without intermission, interruption, or delay, and without choking with shelled grain.

Send for our information sheets and give us the data necessary for your elevator, and we will tell you just what you CAN do and what we WILL do.



## The HALL DISTRIBUTOR

is not a new thing. Nor an experiment. It is not an Engineer's hope, nor a designer's dream, but an attained success. They are in every state. It is the only device in a grain elevator that has stood a dozen years pre-eminent, unrivalled, unapproached and unimpaired. There may be differences of opinion as to the superiority of other grain appliances. There is none in the Hall.

**HALL DISTRIBUTOR CO., 222 Ramge Bldg., Omaha, Nebr.**

## Car Order Blanks

**FORM 222 C. O.**

So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book.  
 Price, 50 cts.

**Grain Dealers  
 Journal,**

**315 So. La Salle St.  
 CHICAGO, ILL.**



## GRAIN ELEVATOR BUILDERS

**R. M. Van Ness Construction Company**  
404-406 State Bank Bldg., Omaha, Neb.  
Designers and Builders of

**MODERN GRAIN ELEVATORS**  
Plans Submitted Correspondence Solicited  
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Some build more—  
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**GRAIN ELEVATORS**  
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Satisfaction Guaranteed  
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OUR EXPERIENCE IS MONEY TO YOU—WHY NOT HAVE IT?

**First Class Concrete Grain Storage Construction**  
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**Grain Dust is a Fire Hazard**

Wherever it settles.

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Exposed to ignition by spark and spontaneous combustion,  
a constant menace to life and property.

The only SANE, SAFE thing to do is recover the dust  
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**D. F. HOAG & CO.**  
Contractors and Builders of  
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Any Size or Capacity.  
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GRAIN ELEVATORS  
Let me submit plans and estimates. It may  
save you money.  
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CONTRACTOR OF GRAIN ELEVATORS.  
Especially Designed for Economy  
of Operation and Maintenance  
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**GRAIN ELEVATORS**  
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CONSTRUCTION  
SPECIALIST  
SINCE  
1881**

**"HAVE IBBERSON BUILD IT"**  
Write  
For Our  
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## GRAIN ELEVATOR BUILDERS



### WAGON LOADS RECEIVED

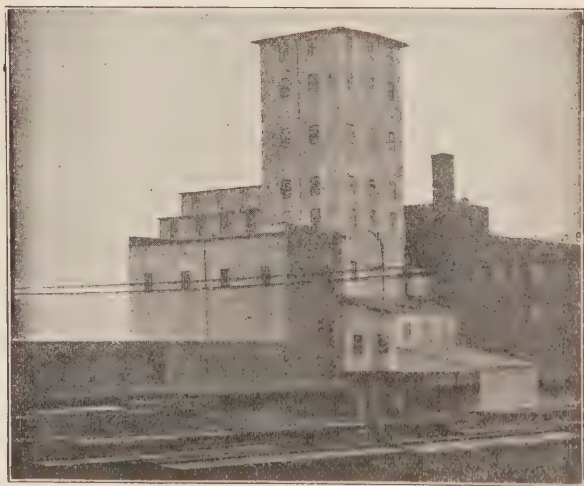
A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, 1.50

### GRAIN DEALERS JOURNAL

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Reinforced Concrete Grain Elevator, Feed Mill and Warehouse, built in 1910 for Buffalo Cereal Co., at Buffalo, N. Y.

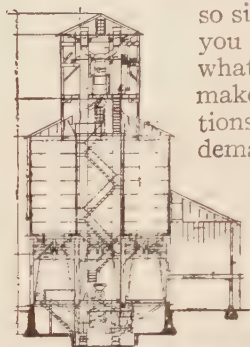
Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

### MONARCH ENGINEERING CO.

Chamber of Commerce,

Buffalo, N. Y.

### NOT A CHINESE PUZZLE, BUT READABLE PLANS and ESTIMATES



so simple and self-explanatory that you can readily see at a glance just what you are getting, and you can make those changes which conditions in your own grain business demand on paper. And after seeing what you want you get, if you give the contract to

### Reliance Construction Co.

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### Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,230 carloads. It is well bound in strong boards with leather back and corners.

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315 S. La Salle Street, CHICAGO, ILL.

### YOUR BUSINESS

can be introduced to the progressive grain dealers of the country under most favorable circumstances (and you will be in good company) by the judicious use of space in the

GRAIN DEALERS JOURNAL, OF CHICAGO

### FREE

To interested parties in the Southwestern Territory, this booklet giving the complete costs of Thirty-eight Country Elevators.

Mailed to other parties on receipt of 50c.



### WHITE STAR CO.

BUILDERS  
OF GOOD  
ELEVATORS

Owners of  
The Pelkey Construction Co.

Wichita, Kans.



## GRAIN ELEVATOR BUILDERS

### Grain Elevators

of any size and any type

Designed and Built for

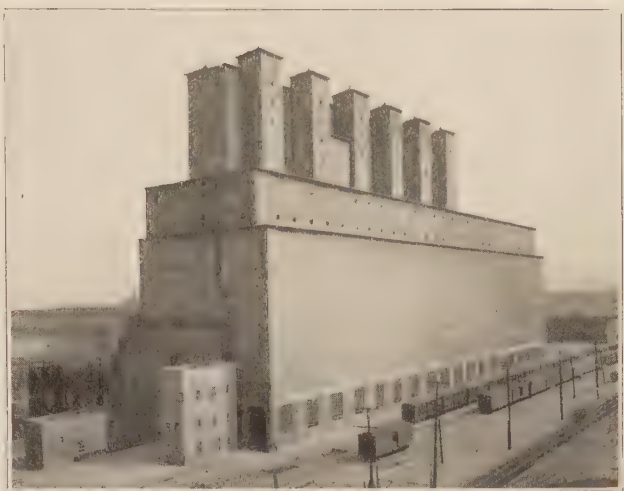
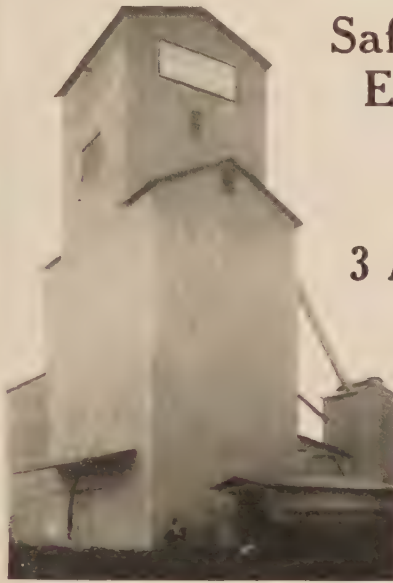


Safety,  
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THE  
3 AMERICAS  
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Builders of  
Better  
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HARBOUR COMMISSIONERS OF MONTREAL  
Elevator No. 2  
Capacity 2,600,000 Bushels

Largest monolithic, reinforced concrete Working House  
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THE GIRARD POINT ELEVATOR  
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CAPACITY — 1,110,000 BUSHELS  
The Most Rapid Handling Grain  
Elevator in World. BUILT BY

**JAMES STEWART & CO.**  
GRAIN ELEVATORS  
BUILT IN ALL PARTS OF THE WORLD

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This Fire Proof Seed Warehouse and  
Grain Storage constructed of Reinforced  
Concrete frame with brick enclosing  
walls just completed for the Courteen  
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DOUBLE STITCHED BELTING

## Why Continue

To use rubber belting which deteriorates from the moment of leaving the factory, causing ply separation?

REXALL belting is scientifically constructed so that the plies cannot separate, and we employ nothing of the nature of rubber to deteriorate.

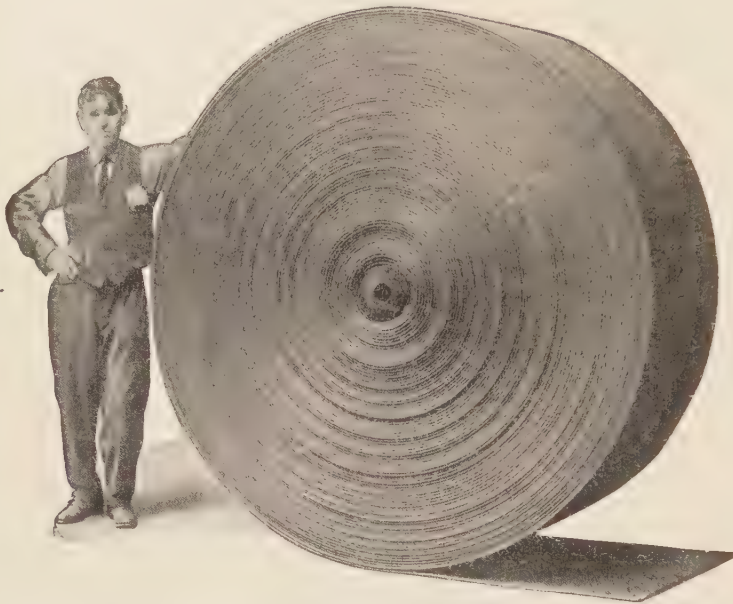
There are several other reasons why the largest terminal houses in the country have adopted REXALL.

Ask us for full information.

Carried in Stock in 1000' rolls  
1" to 42" wide.

### Imperial Belting Co.

GENERAL OFFICES and FACTORY  
Lincoln and Kinzie Sts., Chicago



## There is a difference

between simply a belt, and a belt plus a big reputation.



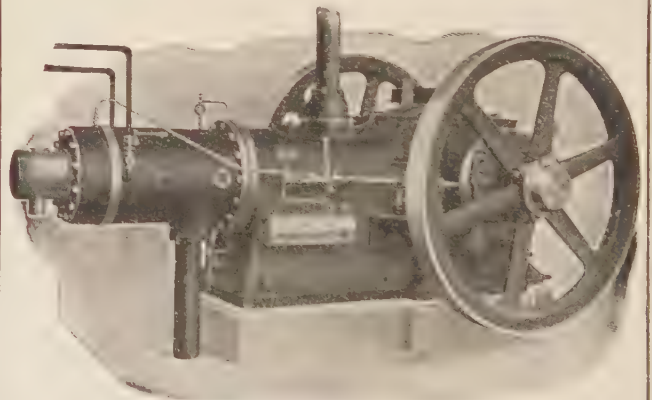
Our elevator belting, in the end, gives the greatest returns on the investment. Used and approved by some of the largest elevators in the country. Estimates for equipments cheerfully furnished.

### New York Belting & Packing Co.

91-93 Chambers Street, NEW YORK

190 West Lake Street  
CHICAGO, ILL.

2nd Avenue, N., and 3rd Street  
MINNEAPOLIS, MINN.



Type "C" Special Heavy Duty.

## SPECIAL HEAVY DUTY MUNCIE OIL ENGINES

have water cooled journals, self starters, mechanical oiler. In simplicity and symmetrical outlines they have no equal. Carburetors, electric ignitors and valve gears left out. Starts and operates on crude or fuel oil. As steady as steam and dependable as the Sun.

You are paying for a MUNCIE every time you purchase fuel, so why not have one? 10 to 200 H. P.

Write for catalog; it tells all about them.

### MUNCIE OIL ENGINE CO.

54 Ohio Street

MUNCIE, IND., U. S. A.



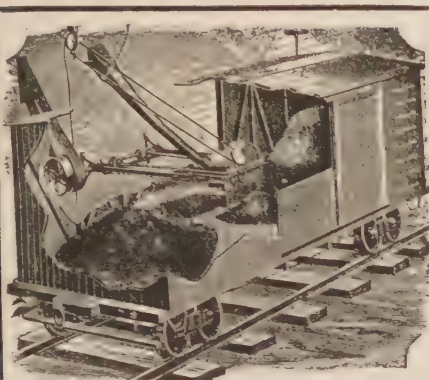
## All Up-to-Date Elevators Use The EMBLEHART FLEXIBLE SPOUT HOLDER and CAR LOADER

Saves dockage, time, labor, health and money.  
Hundreds now in use in 20 states.

Lowest prices on Flexible Spouting, Car Liners, Grain  
Testers, Richardson Separators and Cleaners, Corn  
Sieves, and  
Brown-Duval  
Moisture Test-  
ers, Electric  
Motors for  
Power and  
Light, Belting  
Cups and all  
supplies.

Write for our  
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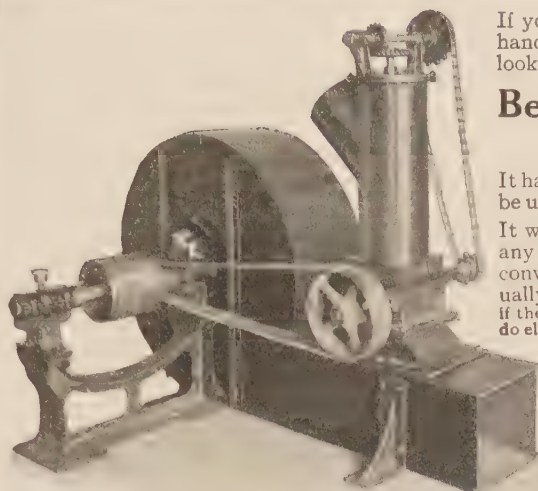
## 9,000 BUSHEL PER HOUR

is the guaranteed capacity of our largest size  
car loader. This size for large elevators. They  
are made in smaller sizes for smaller elevators.  
They are called

### The Champion Car Loader

Grain passing through the rotating device  
is brightened. They remove dust. For fur-  
ther particulars and prices write

E. BAUDER, STERLING, ILL.



If you want the best machine for  
handling grain in any condition,  
look over the

## Bernert Pneumatic Conveyor

It has a positive force feed that can  
be used anywhere ahead of the fan.

It will not crack or bruise grain, in  
any condition, dry or wet. It will  
convey and load cars just as effect-  
ually several hundred feet away as  
if the distance were only ten feet. It will  
do elevating, and transfer around angles.

It will trim the largest boat  
to the fullest capacity quick-  
ly and effectually. It will de-  
liver the material where de-  
sired. For more information  
write for catalog No. 5 to

## Bernert Mfg. Co.

759 33rd St., Milwaukee, Wis.

## Our New Boss Car Loader

The side-hopper arrangement feeds the grain

into the loader AHEAD of the fans there-  
fore removing any necessity for the grain  
to pass under or through the paddles.  
Thirty days trial. It will pay for itself  
many times. Get our handsome cata-  
logue today. It shows this new car loader—also full informa-  
tion on the original Boss Loader. Capacities from 900 to 3600 Bushels an hour.

Maroa Manufacturing Co.,

Dept. G,

Maroa, Illinois

Largest Manufacturers of Grain Car Loaders in the World.



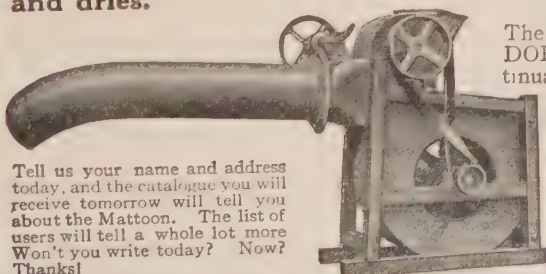
## Grain Dealers' Scale Tickets—Book No. 51

This scale book contains 100 pages 8x11 inches. Each page contains 5 scale tickets and 5 stubs, giving the  
book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross,  
Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub  
is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.....bushels  
.....pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are  
perforated so that tickets can be removed from book quickly and without tearing them. Book No. 51, Price 75  
Cents. Address GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO, ILL.

## A Mattoon Car Loader

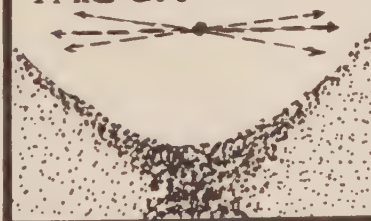
not only fills the largest car  
to full capacity, but actually  
better the quality of your  
grain.

This combined grain cleaner and  
pneumatic car loader cleans, cools  
and dries.



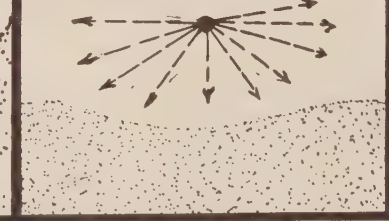
Tell us your name and address  
today, and the catalogue you will  
receive tomorrow will tell you  
about the Mattoon. The list of  
users will tell a whole lot more  
Won't you write today? Now?  
Thanks!

### THIS OR



Showing the loading of dirt in center of cars  
loaded with gravity spouts, or common  
automatic loaders.

### THIS ?



Showing even distribution of grain by the  
Mattoon Pneumatic Car Loader and  
Grain Cleaner. No dirt.

The grain is blown out, not forced out by revolving fans, hence the Mattoon  
DOES NOT MILL OR CRACK THE GRAIN. The loading spout is con-  
tinually traveling from left to right in semi-circles, thus causing an even distri-  
bution of the grain, chaff and lighter grains. A Mattoon prevents the  
depositing of dirt, chaff small pieces of grain in the center of the car,  
as is common with gravity and other automatic loading spouts, and  
causing hot and off-grade grain.

The Mattoon is perfect in principle, practical in design, automatic in action, durable  
in construction, simple and easy in operation, and requires no attention after starting.

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**WISCONSIN** elvtr. for sale. 20,000 bu. cap. E. Hauterbrook, Green Bay, Wis.

**IOWA** elvtr. for sale. 22,000-bu. cap., electric power. All necessary mchy. No trades. Write Marshall, Box 5, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—10,000 bu. elevator and 50 bbl. mill for sale. Also coal yard. Ill health reason for selling. Neill and Van Valer, Jonesboro, Indiana.

**OHIO**—Elevator for sale; modern up-to-date. Best grain and seed territory. 15,000 bu., capacity. Good business. Attractive price for quick sale. Address O. K., Box 10, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA** elevator with good COAL & FEED trade as well as GRAIN located in good grain country on three railroads; private grounds & switch; will sell cheap if taken at once. Write Bargain. Box 4, Grain Dealers Journal, Chicago.

**INDIANA**—Elevator for sale at Country station. Good grain and hay country and large amount of business. Nearest Elevators six and seven miles. Good opening for handling coal, grain tile and lumber. Write P. O. Box 30, Lowell, Ind.

**MONTANA**—The best elevator proposition in the state of Montana for sale. New, 20,000 bu. cribbed house, modern in every way. Feed Mill in connection. Price \$5,500.00. Address Rain, Box 9, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA**—New Modern elevator with good flour, feed and coal trade as well as grain, electric power and lights, fine grain country, good crops, on two railroads, private ground and switch, will sell cheap if taken soon. Address Lee, Box 12, Grain Dealers Journal, Chicago, Ill.

**OHIO** elevator for sale; capacity 20,000 bu.; fully equipped with good mchy.; handles 75,000 to 125,000 bus. grains, 2,500 tons coal, 1,000 bus. seeds, six to ten cars flour, feed, etc. Other business, reason for selling; a money maker, and only takes \$5,650 to own it. Write Box 546, LaRue, O.

**ILLINOIS** elevator 35,000 bu. cap. within 50 miles of Chicago in small town doing fine grain and coal business for sale, or will exchange for an elevator tributary to Champaign, Ill. This is a good proposition as the plant is in splendid repairs and conditions right. Address James M. Maguire, Campus, Ill.

**NEBRASKA** elevator for sale; 40,000 bu. cap.; stone and cement foundation. 10 H. P. Lauson gasoline engine. Barnhard-Lea's separator, Richardson automatic scale and Howe wagon scale; 3 acres ground. Machy. In first class condition. On main line Union Pacific R. R. Heart of Nebraska's wheat belt. Have other business matters to attend to. Write F. A. Kimbrough, Shelton, Neb., for particulars.

**BLACKWELL, OKLA.**, elevator for sale. 25,000 bu. capacity, equipped with corn sheller and cleaner; wheat cleaner and clipper; 200 bu. hopper scales; three stands of elevators; gas engine. Located in the best farming section of Okla., with 60% of a bumper wheat crop yet in farmer's hands. Will sell at a bargain, as it is located too far from us. Address J. M. Moberly & Sons, Gays, Ill.

## ELEVATORS FOR SALE.

**MINNESOTA** elvtr. Write H. F., Box 5, Grain Dealers Journal, Chicago, Ill.

**NORTHERN OKLA.** elvtr. for sale. Bargain. \$3,000. Write A. H. Schloemer, Rosedale, Kan. R. R. No. 5, Box 209a.

**OHIO**—25 Mi. from Columbus. One grain elevator, feed room and coal yards. Centrally located in a good dairy community. No competition. G. H. Wilson, Condit, O.

**ILLINOIS** elevator for sale. 25,000 bu. capacity, cribbed house, Handles 150,000 bu. annually. No competition. Price \$6,500. Write Ridge, Box 4, Grain Dealers Journal, Chicago, Ill.

**RIVERSIDE** Elevator and Warehouses, Memphis, Tenn., between the Frisco and I. C. tracks; near business center and all freight depots; capacity 300 cars. Webb & Maury, Memphis, Tenn.

**IOWA** elevator for sale. New, modern. Iron clad. 22,000-bu. cap. Electric pwr. Auto. Scales; good town; one competitor; good business. For further particulars address Free, Box 5, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA**—Modern 25,000 bu. cribbed grain elvtr. for sale; gasoline power, first class and good location at Forestville, S. D.; price \$2,000, easy terms. Stewart, 317 Chamber of Commerce, Minneapolis, Minn.

**ILLINOIS**—Grain and Coal business; modern elevator, handles 200,000 bu. grain; sell 1,500 tons coal annually. A good business and a good town to live in. Address S. P., Box 11, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Building 30,000 sq. ft. and grain elvtr. in connection with power, located at N. E. corner Racine Ave. and Superior St., Chicago. Suitable for milling, feed or warehouse purposes. Sacrifice for quick sale. J. R. Vincent, 160 Jackson Blvd., Chicago, Ill.

**WESTERN OHIO** elvtr. for sale at a bargain if taken soon. Good territory to draw from. House in good condition and the only one in town. Handle grain, coal and feed. Owner cannot be with business. Address Ohio, Box 5, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS ELEVATOR FOR SALE**—I have a good elevator with 3 dumps, brick gasoline engine house, good office and plenty of outside storage. Will handle 200,000 bus. annually. Good competition. A bargain if taken this month. C. A. Burks, Elevator Broker, Decatur, Ill.

**NORTHEASTERN MISSOURI** — New modern ironclad 8,000. Elevator office and scales. Just finished. Big territory. Soft wheat district. No opposition. Splendid location for general store and lumber yard. Snap for good man. Address H. H., Box 4, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR IN CENTRAL INDIANA** with 2 acres of land and residence, for sale. Has metal sides and roof, cribbed bins, sheller and cleaner, feed grinder, motor power. In good grain belt; handle a number of side lines. Easy terms. A bargain if taken soon. Address Indiana, Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**OKLAHOMA**—20,000 bus. cap. elevator in grain center for sale; also 700 ton hay barn. Address Newcomer, Adair, Okla.

## ELEVATORS FOR RENT.

**ELEVATOR FOR RENT**—A 40,000-bu. gasoline power elevator in good grain territory, with one good competition, handling 200,000 bus. per year; in Central Ill. C. A. Burks, Elevator Broker, Decatur, Ill.

## ELEVATORS WANTED.

**WANTED** to buy or lease several good elvtrs. in Central Kansas or Northern Okla. H. C. Vesper, Deer Creek, Okla.

**WANTED** information regarding elevator or mill for sale. Send description. C. C. Shepard, Minneapolis, Minn.

**WANTED** to buy for cash, elevator in Northwest Iowa, that will handle 200,000 bus. annually. Write Box 56, Schaller, Iowa.

**IMPROVED** 160 acres in Hand Co. So. Dakota for sale or trade for elevator a house and lot or smaller farm; for price and particulars write E. J. Matteson, St. Peter, Minn.

**WILL EXCHANGE** 6 quarter sections land valued at \$15 per acre in Kansas. Also 320 acres Red River Valley land in Manitoba, for grain, coal and lumber business. Write Opportunity, Box 5, Grain Dealers Journal, Chicago.

**NORTH DAKOTA** improved farm 351 acres, 295 under cultiv., 190 acres new fence and partitioned, dwelling, out buildings, steam heated, large grove, good water, stable, granary, for sale, or will take elvtrs. in N. Dak. or Mont. Write Macks, Box 5, Grain Dealers Journal, Chicago, for particulars.

**WILL TRADE** good dividend paying stock for country elevators or improved farm lands. An opportunity that is not presented every day. Give full particulars with price and description of property in first letter. Do not answer unless you mean business. Address O. E. P., Box 4, Grain Dealers Journal, Chicago.

**TO TRADE** a good 160-acre stock farm near Spokane, Wash. Good new buildings, fine spring water near house, about 90 acres cultivated, balance will make good pasture, running water over part, 4½ miles from town. Will trade \$7,400 equity for elevator property or other property of equal value. Address Box 406, Velva, N. D.

## ELEVATOR BROKERS.

**SELLERS** list your elevators and buyers buy your elevators thru John A. Rice, Frankfort, Ind.—Reliable Broker 10 years.

**IOWA BROKERAGE CO.**, Des Moines, Ia., have for sale 30 elevators owned by one of largest line houses in the country. Some genuine bargains in this lot. Write at once for particulars.

**ELEVATORS** for sale from \$3,000 to \$25,000. Let me know how much you wish to invest in a plant and I will try and satisfy you. Have a nice line to select from and good, honest propositions that are money makers. Address James M. Maguire, Campus, Ill.



## SITUATIONS WANTED.

**MANAGER** wants position. Write Day, Box 5, Grain Dealers Journal, Chicago.

**MANAGER** wants position in elvtr. ABC, Box 4, Grain Dealers Journal, Chicago.

**MANAGER** wants position with elvtr. and lbr. yard. Kansas or Nebraska preferred. Write Energetic, Box 5, Grain Dealers Journal, Chicago, Ill.

**SUPERINTENDENT** wants position in terminal elvtr., 20 yrs. in elvtr. Steam or gas plant. References. Write Aim, Box 5, Grain Dealers Journal, Chicago.

**MANAGER** wants position with Farmers Elvtr. Co. References. Write More, Box 5, Grain Dealers Journal, Chicago, Ill.

**MANAGER WANTS** position with elvtr. or coal yard. 3 years' experience. Address Com., Box 12, Grain Dealers Journal, Chicago, Ill.

**MANAGER** with 12 years' experience who thoroughly understands the business, open for position. Write Baker, Box 3, Grain Dealers Journal, Chicago, Ill.

**GRAIN BUYER**—Wants position; now employed but will change Jan. 1st. References. Desire place in Ia., Minn. or Daks. J. R. Clough, Carlyle, S. Dak.

**MANAGER** wants position of Farmers Elevator. Experienced in handling grain. Employed now. Ref. and bond. Want change of location. Write T. C. C., Box 2, Grain Dealers Journal, Chicago, Ill.

**MANAGER** wants position with elvtr. Both city and country experience in buying and selling. Good habits and employed now as mgr. of a farmers elvtr. Desire change in location. Bond and references. Write L. L. J., Box 4, Grain Dealers Journal, Chicago, Ill.

**TRAVELING SOLICITOR** wants position with some good Com. Firm out of Chicago. Milwaukee, Kansas City or St. Louis. 3 yrs. experience. Good references. Have worked in Iowa, S. Dak. and Minn. Address Help, Box 1, Grain Dealers Journal, Chicago, Ill.

## MACHINES WANTED.

**WANTED**—Second hand 9x18 or 9x24 Single Allis Roller Mill, gear differential 1½ to 1. Plymouth Milling Co., Le Mars, Iowa.

**WANTED** — One Controllable Dump, either Savage & Love or Weller. 90 or 100 feet of 13 or 14 inch, 4 or 5 ply Gandy or Rubber Belting. 60 elevator cups, size either 12x6 or 13x6. W. D. Rapp & Son, Sabina, Ohio.

## DYNAMOS—MOTORS

### MOTORS FOR SALE.

75 H.P. General Electric A.C. 3 phase.  
50 H.P. General Electric A.C. 3 phase.  
25 H.P. Westinghouse A.C. 3 phase.  
15 H.P. General Electric A.C. 3 phase.  
10 H.P. General Electric A.C. 3 phase.  
5 H.P. Kimble Electric A.C. 3 phase.  
Send for prices. All motors guaranteed and sent on approval to responsible parties.  
Northwestern Electric Company,  
611-15 W. Adams St., Chicago, Ill.

## SCALES FOR SALE.

**FOR SALE** — Second hand Fairbanks Hopper Scale, timbers complete. Inquire Edwards & Loomis Co., 345 N. Elizabeth St., Chicago, Ill.

**I AVERY** Auto. Scale. Cap. 1000 bu. hourly. 1 No. 5 Sandwich Cylinder Warehouse sheller on skids. Used 3 yrs. Write Rohlk & Goettsch, Donahue, Ia.

**FOR SALE**—2 Avery second hand automatic scales, cap. 1,000 bus. and 1,250 bus. per hr. Scales in good condition. Have been used only slightly. A bargain to the right party. W. V. Schermerhorn, 534 State Bank Bldg., Omaha, Neb.

## HELP WANTED.

**WANTED** man capable of managing mill and elevator in first class location. Party must have \$5,000 cash to invest in this proposition; good salary to right party. Address The Oldham-Bennett Realty Co., Sidney, Ohio.

**MANAGER WANTED** for Farmers Elvtr. in a Dakota town. Town of 300; good schools and railroad connections. State salary, experience; include references if you wish. Write Lain, Box 5, Grain Dealers Journal, Chicago, Ill.

**MANAGER** wanted for country station; must be competent grain man, know something about grocery store and able to invest \$500. We have the building, a hustler can get the business and make good money. References required. State Elevator Co., Cascade, Mont.

**TRAVELING SALESMEN TO SELL SEEDS.** Position open now for two experienced seed salesmen who have been successful. State experience in full, former employer and any other information essential in determining the fitness of applicant. All correspondence strictly confidential. **NORTHROP, KING & CO.,** Seedsmen, Hennepin Ave. and First St., Minneapolis, Minn.

**WANTED**—Several first-class grain buyers between 25 and 35 years of age for North Dakota and Montana stations. Must have had several years' line elevator experience, and such experience must have been gained in Minnesota, South Dakota or North Dakota. Good salaries paid and permanent positions offered to the right men. No one but first-class grain men need apply. Give references in first letter. Address Holt, Box 5, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Coal business nicely located in Northwestern Iowa. County seat town of 5,000 people. Address W. L., Box 4, Grain Dealers Journal, Chicago.

## ENGINES FOR SALE.

**FOR SALE CHEAP**—Three Fairbanks Morse engines; 1 20 H.P. \$315, one 25 H.P. \$365, and one 32 H.P. at \$415. Other sizes and styles also. Badger Motor Co., Milwaukee, Wis.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
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12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
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Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

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**FLOUR MILL** equipped for the making of first grade flour and doing all kinds of grinding. A sacrifice, \$5,500. Old age reason for selling. Write Box 225, Continental, Ohio, for particulars.

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In excellent condition. Centrally located in heart of Corn Belt. Good railroad and switching facilities. Benefit of mill in transit rate to East and Canada. Mill operating full time; property in tip top condition. Address

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2202 College Ave., Indianapolis, Ind.

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**FOR SALE**—Richardson Improved three apron oat and wheat separator. Good order. Berry Bros. Mfg. Co., Hector, Minn.

**FOR SALE**—Complete line of second hand machinery for 200 bbl. flour mill. Bargain. Write J. H. Bonto, Cherokee, Okla., for particulars.

Can save and make money for you.

Entire line of remodeled guaranteed 2nd hand machinery must be sold within 30 days. Any size or make. Single and Double Head Attrition Feed Grinders and Corn Crackers. Single and Double 2 and 3 Pair High Roller Mills, Reels, Packers, Grain Cleaners, for all purposes. Boilers, Motors, Water Wheels, Burr Mills, Crushers, Shellers, etc. Can supply any thing new or 2nd hand for Flour or Feed Mill, Grain Elvtr., etc. Satisfaction guaranteed. Write for Prices at Once.

George J. Npht,

9 South Clinton St., Chicago, Ill.

**WE HAVE** for sale at Richmond, Ill., freight allowed to any station within 100 miles, all in good 2nd hand condition:

5,000 ft. ½x6 Lap Siding.

1 36x10x2 3/16 Wood pulley.

1 24x12x2 3/16 Wood pulley.

2 48x10x2 3/16 Wood pulley.

1 40x10x2 3/16 Wood pulley.

1 No. 23 Western Shelter.

1 Set Savage & Love Dump Irons.

1 300 bushel Hopper Scale.

1 Rolling Screen Cleaner.

1 Steel Boot Tank 8x8x3 ft.

108 ft. 10-in. 5-ply Rubber Belt.

24 ft. 10-in. 5-ply Rubber Belt.

20 ft. 8-in. 5-ply Rubber Belt.

Write us for prices. Burrell Eng. & Constr. Co., Webster Bldg., Chicago, Ill.

## 96% EFFICIENCY IN CRACKING CORN.

**Our Method**—We have devised a new method for making cracked corn which will give you 96% efficiency and at the same time give you a product that is even and unexcelled in quality. In fact, we steel cut every kernel of corn instead of grinding them, which eliminates the fine or undesirable product to 4 per cent. Our method is not only for corn but is adapted for Wheat, Rye, Barley, Rice, Peas, Kaffir Corn, etc., also cutting the grains to any degree of fineness desired.

By using our special corrugation we increase your capacity 25% more than at present, with 20% less power and give you a finished product superior in every detail.

**It pays for itself**—Taking into consideration the power saved, the increase in capacity afforded, the extra quality in product made, and finally the elimination of almost all of fine material created under the old way (which sells for less than cracked corn) means that our method will pay for itself in a short time.

Under the old way, a cracked corn separator is necessary, but with our method for general work, this machine is not required.

The results already stated will save you money on each bushel of corn, also the extra quality of product your customers receive will please them to the end of satisfaction, which will mean more sales, larger sales and finally greater profits; taking this into consideration no wide awake, energetic feed mill operator should lose any time in investigating our method. Write for information at once stating the kind of mill you now use for cracking corn.

Samples of cracked corn made by our method will be sent to any one upon request.

B. F. GUMP CO.,

431 to 437 So. Clinton St.

Flour Mill and Elevator Machinery, Chicago, Illinois.

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**AGENTS WANTED**—Sanozone Chemical Co. Board of Trade Bldg., Kansas City, Mo.



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## SEEDS WANTED.

LEWIS & CHAMBERS, Louisville, Ky., are buyers in season of Clover, Timothy, etc.

WANTED Mammoth Clover Seed true to name. Mail samples. Quote lowest prices to Walter G. Trumpler, Tiffin, O.

CLOVER SEEDS and clover tailings wanted. We make a specialty of Buckhorn lots. Mail fair average sample with lowest price. Address C. C. Norton's Sons, Greenfield, Ohio.

WE WANT to buy for seed purposes, Buckwheat, Japanese Millet, Spring Barley (beardless and bearded), Spring Rye, Spring Wheat, Speltz, Sorghum, Feterita, Field Peas, Seed Oats. Send samples. Quote prices. A. H. Hoffman, Landisville, Pa.

## SCREENINGS WANTED.

WANTED — Corn, Oat and Wheat screenings. Colonial Cereal Co., Norfolk, Va.

## SEED CODE WANTED.

COPIES American Seed Trade Code wanted. State condition and price. Address W. B. G., Box 2, Grain Dealers Journal, Chicago, Ill.

## SECOND-HAND BAGS AND BURLAP.

FOR SALE—4,000 second-hand cotton grain bags holding 2½ bu. wheat. Price 12½¢ f. o. b. St. Louis. Foell & Co., 123 Market St., St. Louis, Mo.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

## GRAIN WANTED.

WANTED heavy, bright Montana oats and Barley. Lewis Grain Co. Chamber of Commerce, Buffalo, N. Y.

## HAY AND GRAIN WANTED

Wheat, Corn, Oats, Hay, Straw, Milling Buckwheat, Bran, Middlings, Red Dog, Potatoes. C. T. HAMILTON, New Castle, Pa.

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FEED COST LOWERED. Use Owl Brand Cotton Seed Meal. Animals need protein. Our booklet "Science of Feeding" free. F. W. Brode & Co., Memphis, Tenn.

## INFORMATION BUREAU

READERS DESIRING to learn by whom, or where any grain handling machine or device is made, can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## ADDRESS WANTED.

WANT address of H. D. LeFevre, formerly of Nebraska City, Neb. Write W. Box 3, Grain Dealers Journal, Chicago, Ill.

ADDRESS WANTED of Baker Brothers, formerly of Prosper, Tex. Write Harry, Box 5, Grain Dealers Journal, Chicago.

WANTED to know the present address of Thos. Laughlin, formerly of Humphrey, Okla. Address Jones Box 3, Grain Dealers Journal, Chicago, Ill.

## SEEDS FOR SALE.

GERMAN MILLET of excellent quality for sale. E. G. Lewis, Media, Ill.

ALFALFA SEED for sale. Write the Sevier Valley Merc. Co., Salina, Utah.

RED CLOVER SEED for sale; ask for samples. Edward Bartling Seed Co., Nebraska City, Neb.

WE HAVE for special sale, Japan or Lespedeza Clover, Orchard and Blue Grass, Cow Peas and Soja Beans, Hardin, Hamilton & Lawman, Louisville, Ky.

FOR SALE—Orchard Grass, Fancy Red Top and Bermuda Grass. Samples and prices on request. National Seed Co., 101 W. Main St., Louisville, Ky.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

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Seed guaranteed true to name.  
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SELLERS

Medium, Alsike,  
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Clover, Timothy,  
Grasses, etc.



Mail Samples. Ask for Prices.

Milwaukee Seed Co.  
Milwaukee, Wis.



## SEEDS FOR SALE—WANTED

### SEEDS FOR SALE.

**FOR SALE**—Kansas Dry Land Alfalfa Seed and High Grade Seed Corn. Geo. T. Fielding & Sons, Manhattan, Kan.

**GERMAN MILLET** is our specialty. Can supply you with carlots or less. Samples on request. D. H. Clark, Galt, Mo.

**FOR SALE**—Seed Corn, Oats & Barley. Choicest varieties, prices, samples on request. Allen Joslin, Holstein, Ia.

**WRITE** for prices on Timothy and Clover Seeds in car and less car lots. J. B. Leveille, Eyota, Minn.

**RED CLOVER** seed and Cow Peas for sale. Horner Elevator & Mill Co., Lawrenceville, Ill.

**FOR SALE**—thoroughbred Blue Grass Seed grown on the best farms in the heart of the Blue Grass region of Kentucky. Write for prices. Elmendorf Coal & Feed Co., Lexington, Ky.

**SUDAN GRASS SEED** will soon be in the hands of the seed dealers. Have you secured your requirements? Write us for them. Also Cane, Maize, Feterita, Kaffir. Graves & McWhorter, Lubbock, Tex.

**BROOM CORN SEED**—I have about 100 bags fancy quality improved evergreen broom corn seed; best I have ever raised. Ask for samples. C. W. Harris, Seed Grower, Maitoon, Ill.

### SEEDS FOR SALE.

**FOR SALE**—Timothy, Alsike, Hungarian Seed and Medium Clover Seed. Write Walter Trumpler, Tiffin, Ohio.

**FOR SALE**—Parties wanting Sudan grass seed communicate with Lubbock Grain & Coal Co., Lubbock, Texas.

**MONTANA ALFALFA** in bag or carlots. STATE NURSERY CO., Helena, Montana.

**SWEET CLOVER SEED**—White and large biennial yellow. Samples and prices on request. Bokhara Seed Co., Box 93, Falmouth, Ky.

**THOMASSON-MORRISON GRAIN CO.**, Chattanooga, Tenn. Headquarters for Southern Cow peas and Soy beans. Write us for prices.

**SUDAN GRASS**—Reliable Seed. Wholesale quantities. Advise quantity you can use for immediate delivery. Can fill straight car orders uniform seed. C. Ulery, Lubbock, Texas.

**WE ARE** prepared to book your orders for the following seeds: Alfalfa, Cane, White or Yellow Maize, Kaffir, Feterita, German Golden Siberian Hog Millets. In carload lots or mixed cars. We live in the heart of the district where the above seeds grow. Sample sent on request. L. A. Jordan Seed Co., Winona, Kan.

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Write to the actual Wholesale Growers for prices and illustrated catalogue. Buy well ahead to secure lowest prices. **WRITE TODAY**

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All varieties, any quantity.

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Butington & Co., John J., whse. seed merchants.  
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### BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses.

### CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

### EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

### INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

### KANSAS CITY, MO.

Kansas City Seed & Gr. Co., grain and seeds.  
Missouri Seed Co., Who. exp. and imp.  
Peppard Seed Co., J. G., grass and fld. seeds.  
Rudy-Patrick Seed Co., Wholesale Seeds.

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Louisville Seed Co., clover and grasses.  
Ross Seed Co., field seeds, exporters.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
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### NEW YORK, N. Y.

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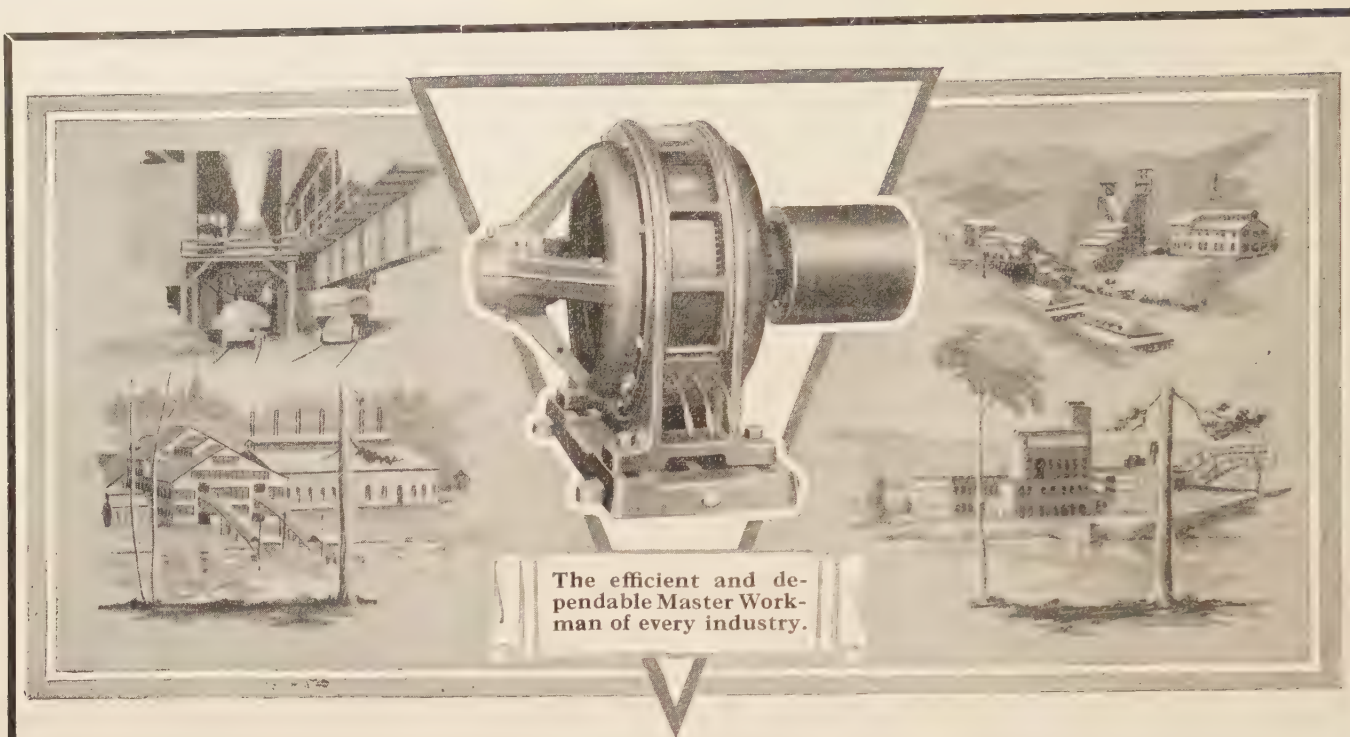
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Efficiency and dependability are built into G-E motors, which are used to turn the wheels of industry the world over. Wherever used, G-E motors are effectively changing electrical into mechanical power—truly they are the master workers of every industry.

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Omaha, Neb.  
Philadelphia, Pa.  
Pittsburg, Pa.  
Portland, Ore.  
Providence, R. I.  
Richmond, Va.  
Rochester, N. Y.

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**Motor Agencies in all large cities and towns.**



## GRAIN DEALERS JOURNAL

[Incorporated]

Published on the

10th and 25th of Each Month at

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Charles S. Clark, Manager.

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To United States, Canada and Mexico, semi-monthly, one year, \$1.50; one copy, 10 cents.

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### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, MARCH 10, 1915

**CROP KILLERS** Union seems to have enlisted to a man with the Turks. Hardly one wail has been heard about the poor winter wheat.

**LEAKING** in transit reports help shippers to collect for grain lost in transit. Will you report to us and help your brother shipper?

**THE POMERENE** Bill and the Grain Grades Act so-called died with the 63d Congress, but no doubt both will be re-introduced at the opening of the next session.

**NEBRASKA ELEVATOR** men who store grain of different owners for a compensation, may hereafter be classed as public warehousemen, and subject to regulations provided in H. R. 961, if it becomes a law. If its regulations extend to the country elevator man, so as to discourage their storing grain for farmers, it will be of much benefit to both the farmers and the grain elevator men.

**STATE OWNERSHIP** and operation of grain elevators has been turned down by the Wisconsin legislature, which is quite a surprise to the rampant champions of true paternalism. Everyone who investigates the matter admits that it costs many times as much for service rendered by the state than by a private individual, yet the wild-eyed theorists continue their agitation for state service in all lines of trade.

**KANSAS DEALERS** are disclosing a good many troubles as the affliction of the grain trade of that state, and dealers of some other states have been prompted by the noise to join in the kill joy chorus, as is evidenced by "Letters" published in this number. The improvement of conditions surrounding the grain business is not considered impossible by the most of our correspondents, in fact many of them are very optimistic regarding the outlook.

**BARLEY** HAS been mixed with oats, to give the latter grain weight, so many years and without reducing the food value, that the buyers of oats have expected the mixture, but raised no objection, and will not so long as the feeding value of the mixture is good, but the government insists that where oats contain over 5% of barley, the certificate must show the presence of the barley. This requirement of the Food & Drug Bureau of the Agricultural Department can easily be complied with, without embarrassment or inconvenience.

**INTEREST** rates for advances on grain Bs/L which were raised to 6 per cent in August and 7 per cent in September have now been reduced by the leading grain exchanges to 5 per cent, which is the lowest rate formerly in force. As practically the entire movement of crops in this country is financed by advances on grain bills, this reduction of 2 per cent is very welcome to shippers. The present ease of the money market especially is appreciated by merchants who carry large quantities of grain in store.

**THE FARM LOAN** or rural credits amendment to the Agricultural Appropriation Bill was stricken out at the last minute, notwithstanding some shrewd Congressmen were attempting to load the farming community with political loan associations. Probably a majority of the stock of country banks is owned by farmers and no class of loans commands a lower rate of interest than farm loans, hence there is no real need for farm loan associations as contemplated; in fact, the only excuse yet discovered for such a move is to have more places for the politicians.

**NOW THAT** Congress has adjourned and the score or more of investigating committees, who have been striving to stir up a stench in every corner of the country have for a time directed their energies to some other labors, the general public will have time to stop and consider the true effect of all this bluff and bluster against established business. The different commercial interests of the U. S. are so interwoven and interdependent that none can be threatened or injured without all in a degree sharing in that injury. Who profits by these so-called investigations?

**FOR A TIME** every shot fired at the forts in the Dardanelles seemed to strike terror to the hearts of the wheat holders the world over, until day after day passed by and still the allies had not succeeded in opening the way to Russia's surplus wheat. Finally Russia prohibited the exportation of any foodstuffs, and this in a measure offset the depressing influence of the promised opening of the channel. It does not seem probable that the Russian government would take any action likely to bull the price of wheat on England and France if it contemplated permitting the free exportation of its surplus wheat when the straits are opened.

**IT HAS BEEN** generally recognized that thru specialization merchants attain the highest degree of efficiency. If such be true, then the farmer should profit by the experience of the last fifty years and specialize. If he prefers to engage in the grain business he will find the most profit from his efforts in that line by giving his time to the promotion of the grain business. The reason so many of the co-operative companies fail to succeed financially is that the manager is not instructed to conduct the business at a profit and then given full authority to carry out the wishes of the directors. When the full responsibility is thrust upon the manager's shoulders he will hustle to specialize and make good.

**GRAIN DEALERS** who permit themselves to be drawn into verbal contracts with farmers for the delivery of grain at their elevator cannot afford to overlook the fact that oral contracts for any considerable amount are void, as is clearly pointed out by the laws on oral contracts elsewhere in this number. Most of the states have specific laws depriving verbal contracts involving amounts in excess of \$50 or \$100 of any standing whatever in court. Grain dealers who contract with farmers for the future delivery of grain owe it to themselves to insist always upon having written contracts, specifying clearly the terms of the sale. Failing to induce farmers to sign such contracts, the grain buyer should issue a check for a small amount, as earnest money, and write the terms of the contract on the face of the check, so when Mr. Farmer gets his money he endorses and agrees to what is written on the face of the check. In nearly every state where any money is passed or part of the goods are delivered on a contract, the verbal contract is given standing in court. The farmer would not think of going to a banker to get money without signing a note. The grain contract which is issued in duplicate and properly signed is a protection to the grain grower, as well as to the grain buyer. It prevents differences, disputes and enables the grain buyer to work on a safer and a smaller margin.



SMUTTY WHEAT has spoiled the profits of many careless buyers. The wide difference in price between the contract grades and smutty wheat of the last crop has forced heavy losses on many who seemed to think they had a sure profit in their shipments.

SINKING of the sailing vessel William P. Frye by the German auxiliary cruiser Prinz Eitel Friederich presents a clear cut proposition. The cargo was grown in America, loaded at an American port, into an American ship, with an American crew, en route to Queenstown, Ireland, consigned "for orders." The cargo was non-contraband, 193,582 bus. of wheat. These facts are undisputed, yet the ship was sunk on the high seas by a German warship, whose captain says "it was carrying contraband to the enemy." No better case can be found for the United States government to test out its century old declaration that American ships carrying food for non-combatants must not be molested on the high seas. Both Germany and England are violating international law by interference with exports of foodstuffs from America, Germany by sinking wheat laden vessels bound for the United Kingdom, and England by holding up shipments of foodstuffs bound for Holland and Denmark. Should the administration at Washington supinely do nothing while the warring nations tear international law into shreds it will earn for the American nation neither honors nor dollars.

FEDERAL INSPECTION of grain continues to prove attractive to office seeking politicians and bucolics who have little knowledge of the inefficient and expensive service rendered by government, whenever it undertakes to serve in any capacity. The lazy and the ignorant man's solution of every new problem is to "Let George do it." It does not seem possible that the farmers who persist in endorsing and recommending federal inspection of grain can have any conception of the rotten service to be expected under government control. The officials would be so far away from the grain shippers served that it would be next to impossible to obtain a timely adjustment of any injustice done, and as in every other department of the government, men would be employed not because of their knowledge of grain, but because of their political influence. One of the recent examples along this line is the employment of a chemist to serve as an expert bookkeeper in devising the right system of accounting for co-operative companies. If this is a government "of the people and for the people" why not establish a bookkeeping department for all lines of business, and instead of employing a chemist to perfect the best system possible, employ a man who has at least had some experience in accounting? It is very easy to perceive that these short cuts to successful business, devised by the agricultural department, are but a ruse to furnish more places for the henchmen.

### Worthy of His Hire.

The country elevator man invests his money in up-to-date facilities for receiving and preparing the farmers' grain for market in carload lots, and devotes his time and energy to the study of the business, in the hope of marketing the grain purchased to the best possible advantage. He engages in the business with the laudible ambition of being of real service to the grain grower to whom he pays cash for all grain delivered.

Judging from many statements of the cost of handling grain thru an elevator, which have been contributed to our columns at different times, some grain dealers have no conception of the value of the service they are rendering, and others who know what it is costing to render the service, have not enough backbone to levy the right charge for the service. The ownership of property the value of which vacillates each day, involves risks that no one can afford to assume without compensation. The "put" and "call" trader in his palmist days would not think of assuming such a liability without a handsome reward.

The holding of grain in an elevator until cars are obtainable, or it can be marketed advantageously, forces the owner to assume the risks of deterioration, and to pay interest on the money tied up. If he desires to clean and improve the grain, he must go to the expense of high grade machinery and power to operate it. The man who holds grain in an elevator must also assume the hazards of fire, wind, water, and wandering freight trains which occasionally break into an elevator.

The elevator man who sells grain advantageously must study the methods and practices of different track bidders and carefully weigh the advisability of accepting an extra quarter, which may lead to a tangle of short weights and off grades. If he prefers to consign his grain, a practice which has proved profitable on the last crop, he must study the selling ability of the different commission merchants, their methods and reliability.

When it comes to shipping the grain, the elevator man must first provide reliable shipping scales, study routes and rates and methods of cooping, and when he ships he must assume all of the risks of deterioration, leakage, stealage and loss in transit, and any carelessness on the part of the inspector or weighman which works to his disadvantage must be accepted calmly and peacefully, because he is too far away to help himself, unless he happened to consign his grain to a live commission merchant. If the buyer of his grain fails before the shipper gets his money, the value of the grain may be tied up months, maybe years, and the shipper's capital impaired to that extent.

The service rendered to the grain grower is a real one, and of far more value than the average shipper seems dis-

posed to place upon it. The meager profits realized by 75% of the shippers in business today point with shame to the elevator managers who persist in handling grain for less than the known cost of operating their plant. The trouble is elevator men everywhere have got their business down to a scoop shoveling basis, consequently few are making any profit, properties are deteriorating and lack of care is contributing largely to the increase of elevator fires.

The many changes occurring in all sections of the surplus grain growing territory give additional proof that the elevator men are not demanding the compensation to which they are clearly entitled for the service rendered. It must continue so until there is an awakening among elevator operators and all adopt accounting methods which will keep them in close touch with the earnings of their business. It does not seem possible that they would persist in giving away their capital when their monthly statement proved beyond doubt that they were doing so. The country elevator man is fully entitled to reasonable compensation for the service rendered, but he will never receive it, so long as he does not show a disposition even to ask it.

### Kansas' New Inspection Law.

Kansas' new grain inspection law seems to go outside the realm of grain inspection, in that it provides that all elevators handling grain of different owners for a compensation shall be known as public elevators, and no doubt will be subject to some rules and regulations. However, country elevator men charging for their storage room can escape this political interference with their business by refusing to store grain for others.

The law provides that grain stopped in Kansas for sampling or inspection must be sampled or inspected only by the Kansas state grain inspection department. Any man owning a car of grain can stop it wherever he wants, whenever he wants and have it sampled and graded by whomsoever he may desire. It's his grain and if he wishes he can burn it up. The courts have repeatedly decided that the only time a state could inspect the grain against the owner's wishes was when it was about to be placed in a public storehouse with the grain of others.

Shippers will be permitted to deny their business to the political grain inspection grafters by simply writing on their Bs/L "State inspection not wanted." In other words, the politicians have not attempted to make state inspection compulsory under the new law, but of course they will attempt to do so as soon as the active opposition of the grain shippers of the state is withdrawn.

One good feature of the new law is that it allows better pay to the deputy inspectors, so that the chief inspector will be



able to command the services of higher grade men. The weighing fees have been reduced to 50c a car, the inspection fees to 65c a car, and the department will report on the physical condition of cars upon their arrival in the inspection yards. A certificate of the Kansas department will be good anywhere in the state on the same grain.

The fight between the grain shippers and the politicians of the state was a bitter one and long drawn out, with the result that many improvements have been made in the law and inspection remains optional with the shipper, as before.

## Variations in Moisture Tests.

Moisture tests on the same corn vary so much and so frequently as to cause many disputes in the trade. The trouble is that the conditions under which the moisture tests are conducted and the method of conducting the tests are not uniform. Tests recently conducted on a six flask machine of a large sample of corn taken from a car and thoroughly mixed and all heated the same time, resulted in the outside flasks having the lowest percentage of moisture and the inside flasks the highest, while the intermediate flasks gave a percentage between the outside and inside flasks.

Complaints of variation of the tests on the same grain shipped from one market to another are almost as numerous as complaints of shippers against terminal market tests. The trouble is uniform results on the identical grain are not possible unless all the conditions surrounding the tests and the methods of conducting the tests are exactly the same. Entirely too much importance has been given to the percentage of moisture content, but if the percentage of moisture is to be given any consideration whatever, it is worthless unless all persons conducting moisture tests for comparison with others, adopt uniform methods and exercise care to have uniform conditions surrounding each test.

The complaints in our communicated columns this number, of variation, are easily explained, in fact one inspector did not shut off his gas until the temperature was 195°, so all of his moisture tests were sure to show a greater percentage of water than those conducted under the conditions prescribed by the Agricultural Department. The single flask tester, which is free from the influence of the heat of the other testers, and not subject to drafts from open doors or windows, seems likely to give more uniform results on the same sample of grain. However, uniform results could no doubt be obtained by placing heat proof partitions about each flask and thereby making each immune from the influence of surrounding flasks.

Until steps are taken which may be expected to insure more uniform results

in moisture tests, it would seem advisable to give less credit to the moisture content in determining the grade of any given sample of corn.

## Shippers' Weights.

Most of the bills introduced in the different state legislatures providing for the establishment and maintenance by the railroads of track scales at stations shipping 100 cars each year, have been killed, and it is to be hoped that all of them will suffer the same fate, because track scale weights at country points are unreliable and undesirable. The cause of all this proposed legislation is the persistent contention of the freight claim agents that the carriers are not liable for loss of grain in transit when car arrives at destination in "apparent good order, without leakage." Such is not true, and the contention cannot be maintained in any court. The carrier is liable for all grain placed in its cars for shipment, but it may be necessary for the shipper to prove that he has reliable shipping scales and that all of the grain claimed was placed in the car.

One Oklahoma correspondent complains that the Rock Island road refuses to settle any shortage claims on shipments routed via El Reno, except in cases where the car arrived at El Reno in leaking condition, or there was a shortage between the El Reno track scale weights and the official destination weights. If the shipper can prove to the satisfaction of a jury that his weights were right, he will get a judgment every time for the full amount of his loss.

The cost of installing track scales at the important grain shipping stations in any state would involve such a large sum of money that the interest on the investment and the cost of maintenance would amount to much more than the railroads now pay for shortages, hence it is but natural that the more progressive lines should content themselves with demanding that shippers give a certificate of weight of all grain placed in the car, which shall be attached to the B/L and forwarded to destination, so that the cause of any discrepancy may be detected before the car leaves the unloading elevator at destination.

One of our valued Illinois correspondents has gone even further than this. After installing a hopper scale, he equipped it with a type registering beam, with which he stamps the weight of each draft on duplicate slips and attaches one to each copy of the B/L. These weight slips bear the date, car number, kind of grain and the signature of the sworn weighmaster, as is described in our department devoted to "Letters" this number. He also tells when scale was last tested. With such a certificate of weight, railroads have no excuse for doubting the reliability of the shipper's weights, in fact

this is much more than the railroads have ever asked. Most of them are content with a certificate showing the kind of scales used, the number of drafts and by whom the grain was weighed. With this information in hand, the railroad officials can easily ferret out the scales that are not weighing right and help the shipper to have them corrected.

The sooner the railroads and the shippers come together, in an effort to arrive at the true weight of all grain loaded into each car and the weight of the grain taken out of it at destination, the sooner will the delayed payments of shortage claims cease. Some of the roads will always try to hold out against the payment of everything, but eventually they must give in to the shipper who shows his confidence in his own weights by filing a certificate of the essential facts regarding how those weights were obtained, before obtaining his B/L.

The shipper wants only what he is justly entitled to, that is pay for grain actually lost in transit, but it has been the practice from time immemorial for claim agents to hold out against the payment of all claims in full, hence they have unwittingly schooled some shippers into padding their weights and padding their claims, in the hope of realizing at least part of what is justly due them.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

**C. R. I. & P. 55097** loaded with barley was derailed, wrecked and transferred, Mar. 8, between Ochevedan and Harris, Ia.—C. N. Ogden, rep. Lowell Hoyt & Co., Sheldon, Ia.

**C. R. I. & P. 28309** had drawbar pulled at Herington, Kan., Feb. 25. Yellow corn was scattered along track for ½ mile: section men swept up. Car was transferred to **C. R. I. & P. 34870** on Feb. 26.—S. J. G.

**S. T. 124596**, or number similar to this, passed thru Miami, Okla., Jan. 30, leaking wheat badly at doorpost. Car was moving southward rapidly.—N. F. Wright, mgr. Miami Flour & Feed Co.

**A. T. & S. F. 124953** passed thru Afton, Okla., Jan. 29, leaking wheat at end.—Oliver Hanshaw, agt. Lipscomb Grain & Seed Co.

**A. T. & S. F. 35227** passed thru Afton, Okla., Jan. 28, loaded with oats with seal broken and door open; snow had blown in car and looked like some oats had been stolen.—Oliver Hanshaw, agt. Lipscomb Grain & Seed Co.

**N. P. 32299** passed thru Cleveland, N. D., Jan. 24, leaking wheat badly at both ends over drawbar. Did not have time to repair.—M. N. Pratt, agt. Occident Elevtr. Co.

**G. N. 207151** passed thru Preston sta. (Blanchford p. o.), N. D., Jan. 22, leaking wheat at end and corner. Did not have time to repair.—F. E. Cormack, agt. St. Anthony & Dakota Elevtr. Co.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Prefers Scale in Basement.

*Grain Dealers Journal:* The proper place for an automatic grain scale is causing considerable talk. After using our new house, having scale in the basement, since July 1, 1914, I am willing to go on record as favoring that position where possible. It does away with all chance of choking the boot, or inaccurate weighing on account of irregular feed. It always has an uniform dribble, necessary for close weighing, regardless of the rate at which the grain is taken from the lower hoppers. Our house is strictly modern in every respect with an unusually low driveway and our patrons are pleased with the convenience and the ease with which we care for them in a rush.—W. H. Hayes, mgr., Neponset Farmers Grain Elevtr. Co., Neponset, Ill.

### Kansas Grief Applies Elsewhere.

*Grain Dealers Journal:* I have been reading the articles in the last Journal on What is the Matter with the Grain Business in Kansas? and believe there is nothing more wrong with the business in that state than in other places. Buyers should keep an accurate account of their business.

We have men in Nebraska who claim they can do business on a margin of from  $\frac{1}{2}$ ¢ to 2¢ per bu., pay an operator's salary of \$100 per month, and stand a shortage of from 5 to 10 bus. of wheat per car, costing them \$1.45 per bu. If we will simply keep cool these men will soon be out of business, allowing the rest of us a legitimate profit.

One Kansas manager objects to brokers' profits. We should not be so little as to begrudge any one a living; we need brokers or middle men in all lines of business. It would often be hard to even dispose of our grain without a broker or speculator. These men put life into the grain business, making money for both farmer and dealer. Imagine the condition if every farmer had to find a market himself for his produce, whether hay, grain, eggs, or poultry, and then purchase such articles as nails, clothing, hats, or sugar from the makers of those items. We would immediately find that the middle man is necessary.

I have been handling grain here for 15 years, have made and lost money, been in fights with competitors threatening to put me out of business, but I am still here and considerably ahead of the game. If any one has a better system than mine I would like to know of it. I keep an accurate account of my business, have a system of bookkeeping that will tell me in a few minutes what my profit or loss is, and the number of bus. bot or sold. If my books show a loss I find out the reason and in the future try to avoid it. If we all do likewise and the Lord blesses us with good crops we should have no reason to complain.—William Burk, Hal-lam, Neb.

### Cost of Handling Grain Over $2\frac{1}{2}$ Cents.

*Grain Dealers Journal:* We have carefully noted the various estimates of the cost of handling grain at a country station appearing in your valued journal. As so much depends on the volume of business, we will give for the information of your readers the actual figures from one of our stations that handles 111,450 bus. of grain per annum and has done so for the past seven years. This we think will be found to be up to the average volume of business done by elevators in our territory where corn, oats and wheat are handled, and where it is required that you keep your house open every day of the year. In expense besides salary and labor incidental expenses, etc., we show interest on money invested in plant, and 1-12 of the average money paid out each year for grain at 6%. In general expense we take 1-7 of our general expense account for the seven years as we operate seven elevators.

There is nothing charged for depreciation nor is the insurance included and our books show that it has cost us .0258 cents per bushel to handle the grain at this station. We have as near a one-man elevator, with office attached, equipped with cleaners, sheller, automatic scales, etc., with capacity to handle grain as fast as they can get it to us and keep grades and color separate. Our books show as follows:

| GRAIN PURCHASED DURING SEVEN YEARS.   |                |             |       |           |            |
|---------------------------------------|----------------|-------------|-------|-----------|------------|
|                                       | Bus. Paid out. | Shrink.     | Loss. | Expense.  |            |
| Corn                                  | .552659        | \$273826.00 | 2130  | \$1006.00 | \$17393.32 |
| Oats                                  | .42511         | 16842.00    | 428   | 183.04    | 2736.73    |
| Wh't                                  | .211980        | 176668.00   | 1730  | 1553.03   | .....      |
|                                       | 780150         | \$467336.00 | 4288  | \$2736.73 | \$20129.05 |
| Av.                                   | 1 yr.111450    | \$66762.00  | 612   | \$390.96  | \$2875.58  |
| ITEMIZED ONE YEAR AVERAGE.            |                |             |       |           |            |
| Corn                                  | .75094         | \$39,118.00 | 304   | \$124.94  | .....      |
| Oats                                  | .6073          | 2406.00     | 61    | 26.15     | .....      |
| Wh't                                  | .30283         | 25238.00    | 247   | 221.87    | .....      |
|                                       | 111450         | \$66762.00  | 612   | \$390.96  | .....      |
| AVERAGE SEVEN YEARS ITEMIZED EXPENSE. |                |             |       |           |            |
| Salary extra labor incdet.            | .....          | \$1,234.40  |       |           |            |
| Taxes                                 | .....          | 86.35       |       |           |            |
| Shrink average cost per yr.           | .....          | 390.96      |       |           |            |
| 1/12 aver. unpaid 5563. @ 6 %         | .....          | 333.81      |       |           |            |
| 1/7 aver. yrlly. gnl. expense.        | .....          | 370.06      |       |           |            |
| Investment elevator \$8000, 6 %       | .....          | 480.00      |       |           |            |
| Expense                               | .....          | \$2,875.58  |       |           |            |
| Average bushels                       | .....          | 11,450      |       |           |            |
| Average cost per bushel.              | .....          | .0258       |       |           |            |

Our prices during all these years have been held at an average of less than 1 $\frac{3}{4}$  cents on corn and oats, and 3 cents on wheat under terminal bids freight off in this territory. Our competitor is a local man who operates his own house. There is no complaint about our prices not being up to surrounding markets, where they have Farmers Elevators, still the professional agitator who is paid so much per "agitator," tells these people that they "are losing large sums of money by not organizing and handling their own grain."

They give no figures nor facts to show their claims to be correct, but berate the men who by their brain and money have built up a system of handling grain from the farm to the actual consumer, assuming all risks of fluctuating markets and variations of grades for less margin than any other class of business. Every honest investigation has shown this. If the farmers would investigate these questions through the men who know this business and who handle their grain, instead of listening to paid "agitators," before rushing in and building an additional elevator where there are already more elevators than the territory requires, they would be better off. The banker who heads the list

with a hundred dollar subscription does so for the selfish purpose of loaning back to the best depositors their own money to carry on the business. Would it not be better business for both the farmer and the banker to expend the six or eight thousand dollars required to build an additional elevator and the \$2,800 that it will require to operate it each year on a farm demonstrator who could show how to increase the yield and quality and build up the farms. Leave the handling of grain to reliable and responsible men who have made a life study of it and who are giving the benefit of their years of experience and knowledge of the business for less money than farmers can handle their own grain.—G. J. Railsback, Ashland, Neb.

### Shipments of L. C. L. Seed or Grain Shud be by Way Freight.

*Grain Dealers Journal:* A word to country shippers on shipments of less than carload lots of bag seed or grain. These should always be shipped by Way Freight, which will land the shipment in local freight houses, near the center of the city, where hauling charges by teams are at a minimum.

Small bag lots should never be shipped in the same car with bulk grain, as it is impossible to handle without extra charge at the Chicago end.

Bulk grain is held on the receiving tracks for inspection, generally from ten to twenty miles out of the city, and it requires an extra switch or extremely heavy cartage charges to haul the bag stuff to destination, the grain almost invariably going in other directions.

Bag lots in with bulk loads generally hurt the sale of the bulk grain. We have seen the grain in such loads discounted 3 to 5¢ per bushel, as buyers would not handle except at a big inducement in the price because of the extra trouble in handling.—Yours truly, Somers, Jones & Co., A. L. Somers, Pres., Chicago, Ill.

### Improved Weight Certificate.

*Grain Dealers Journal:* Since the publication of my weight certificate in the Grain Dealers Journal Dec. 10, page 860, I have made some improvements in applying a type registering beam to my hopper scale.

My certificate weight is stamped in triplicate by the type register, two being carbon copies, on a ticket showing the number of pounds in each draft, and the total weight in the car. The ticket shows date, car No., kind of grain and signature of sworn weighmaster. One each of these tickets is secured by metal fastener to the original B/L, shipping order B/L and memorandum B/L.

1 Car Bulk Yellow Corn. Weight 88,000.  
(Inspection Allowed.)

Said grain was carefully weighed in hopper scale, type registering beam, officially tested Nov. 2 14:

| Drafts. |
|---------|
| 16000   |
| 15000   |
| 17000   |
| 14000   |
| 12000   |
| 14000   |
| 88000   |

By Ed. Hensley, sworn weigher for Victor Dewein.

Original scale record of weight herewith attached.

ILL. CENT. R. R. CO.  
J. D. Wharton, agent.

The copy of the above B/L is accepted by the railroad company as a weight certificate on the presentation of claims.—Victor Dewein, Warrensburg, Ill.



## Missouri State Moisture Tests Worthless.

*Grain Dealers Journal:* I note in the Journal of Feb. 25 a complaint of the Missouri State Inspection. I am glad to register another complaint. We have sent about 8 cars of good, dry corn to Kansas City on consignment, expecting all of them to grade No. 2, and have failed to get a No. 2 grade on any car. We have sent a good many more to Chicago and have been well pleased with the grading. Most of the corn we sell here on track as we can get more than the spot market.

The discrepancies in the moisture testing done by the Missouri State Grain Inspection Department are shown by three tests made on one car of No. 2 yellow corn, Feb. 5, 6 and 11, U. P. 34815.

According to our moisture test this corn was No. 2 yellow. The first state inspection graded this car No. 4 yellow, 19.20 per cent moisture. The Board of Trade tested the car as No. 2 yellow, 15 per cent moisture, and on re-inspection the state gave us No. 3 yellow with 16.80 per cent moisture.

We have sent our last car to be graded by the Missouri state officials until their work shows material improvement.—W. P. Manning, mgr. Farmers Co-operative Grain Co., Fairview, S. D.

## Grain Man Not a Crook.

*Grain Dealers Journal:* H. L. Loucks, who at one time sought the United States Senatorship from South Dakota on the Progressive ticket, thereby getting his name before the public, recently had printed in one of the state's daily papers an article on grain exchanges, proclaiming generally the dishonesty of the grain men.

It makes me weary to read such rot. The very opposite is true. I dare say the books of every line elevator in the state will show a loss in pounds in its purchases more often than a gain. At Armour, for instance, our company shows a shortage of 1,990 lbs. on a purchase of only 617,610 lbs. wheat; this is 33 bus., with wheat at \$1.50 per. At Corsica we show a shortage of 100 bus., and Stickney shows 8,600 lbs. short. At Plankinton, however, the books show 110 lbs. on the other side of the ledger, but this is on a purchase of 1,290,000 lbs. The history of these 4 houses is the history of every house in the state and for the politician to say that the operator's agents MUST underweigh wheat is simply rot.

I can't understand why a grain man must be branded a thief. He has other grief as well as the man in other legitimate lines of business. We have had agents whom we did not consider honest, but once we found out they were not square with the farmer they did not last long. If they would steal from the farmer they would steal from us. In the selling end, before options and futures are abolished, I would like to have something offered by men outside the trade which would be an improvement upon the present system.

Today the elevator man can buy wheat from the farmer, paying him cash, and wire his terminal market to sell against it. Hedging is not speculating, it is the only safe way to deal in grain. The hundreds of elevator men who use the future system for legitimate transactions are not clamoring for its abolishment.—Levi D. Wait, South Dakota Grain Co., Shindlar, S. D.

## Legislate Against Options

*Grain Dealers Journal:* We do not believe any man need lose money in the grain trade if he deals in cash grain, but can see where anyone would lose dealing in options. We would recommend the passing of a law making it a penitentiary offense for any man who operates an elevator to deal in options. Look up the list of grain men who have lost their elevators by fire, or who failed to make money out of grain in 1914 and you will find 9/10 of them were trading in options.

At this point we find 1c will put grain thru our elevator, we never store grain free for farmers nor do we advance them money. We bid, buy and store all grain according to grade and clean it before loading.—C. A. French, French & French, Golden Gate, Ill.

## Farmer Co. Kills Profit

*Grain Dealers Journal:* While in the brokerage business at present I have had many years of experience in elevators and believe that the farmers elevators in Illinois have made it unprofitable in many instances for regulars to operate. Many farmer companies try only to make expenses, and no old line concern can operate in this way.

It costs about 1c to handle grain and anything above that is profit. The close corporations, existing in nearly all of the markets, are also a hindrance. I understand they are all in a combine and have rules so that very few not members can operate.

The call rule of the Chicago board is a great detriment to free trade, to say nothing of the legal side of it. Speculation, which has put many out of business, is made more convenient by the private wire houses. A 2c margin should permit a company to declare good dividends.—E. J. Scovel, Saunemin, Ill.

## Grading Wheat in Kansas.

*Grain Dealers Journal:* On Nov. 25, 1914, I shipped car No. 70287 U. P., containing 1,813 bus. of wheat, to a mill in Topeka. Car was inspected by state inspector at Topeka, Nov. 28, 1914, graded No. 2 hard 59-lb. wheat dark, yellow as per inspection certificates, which I have, with fees of \$1.10.

In a few days I received B/L from the mill with state inspection certificate attached making the car grade No. 3 hard 58½-lb. wheat with 1c per bu. dock, or about \$18.

I immediately wrote the mill that I had state inspection certificates on said car, same showing car graded No. 2 hard 59-lb. wheat. In reply the mill wrote me that they had received this same car from another point a short time before and evidently it had been taken out to my elevator. I had loaded it, and the inspection certificate which I held belonged to the other party. They asked me to kindly return same to them promptly. But inasmuch as my car left Beverly Nov. 25 and the inspection certificate which I held was dated Nov. 28, I wrote them they would have to guess again and I did not return the inspection certificate. (I had paid \$1.10 for it.)

In a few days I received a letter from the milling company enclosing letter from J. F. Buell, inspector at Beverly, the latter covering inspection on car No. 70287 and showing 58½-lb. re-inspection. The milling company's inspection was 58 lbs. The inspector also said that the car on Nov. 28 had tested 59 lbs., while on Dec.

5, upon re-inspection, it had tested only 58½ lbs. Cars of similar wheat were shipped to Kansas City, Galveston and New Orleans and graded No. 2. Allowing that this was a car of No. 3 wheat, why pay the state \$1.10 for inspection when, as a matter of fact, we had to settle on the mill inspection?—M. Chamberlain, Beverly, Kan.

## Judgment Against Railroad for Delay in Transit.

For delay in transit, leakage in transit and for attorney's fee shipper, J. R. Harold, was given judgment Dec. 12, 1914, by the Supreme Court of Kansas against the Atchison, Topeka & Santa Fe Railroad Co.

Harold bot a car of corn Sept. 14 for 7 days' shipment and was given a B/L dated Sept. 21, showing the receipt of the corn on that day at Kansas City, Mo., from C. V. Fisher Grain Co. The latter had obtained this B/L from the Santa Fe agent at Kansas City in exchange for a B/L issued at Yanka, Neb., Sept. 21 to James Bell & Son, whose draft they had paid. The new B/L was in fact issued Sept. 24, and Mr. Harold did not know that the grain had originated over another line, that the date was wrong and that the car had never been in Kansas City. He had made a sale for shipment to Shoe & Jackson at Elk Falls within 7 days, and could have applied it on contract had it left Kansas City on the date of the B/L, but the shipment was not moved to Elk Falls until Oct. 6, and on account of the delay was not accepted by Shoe & Jackson.

From Yanka the car arrived at Topeka, Kan., Sept. 28, and was sent by the Union Pacific to the Santa Fe, but the latter road on Sept. 30 sent the car back to the Union Pacific because in bad condition and the corn was transferred to another car. The Santa Fe admitted that the issuance of a B/L dated Sept. 21 for a car of corn that did not reach them until Sept. 28 was an error; but alleged that it was not liable as the corn had been moved to destination within a reasonable time after it had been in fact received.

The court held that the railroad company was bound by the statements in its B/L, and was liable for damages growing out of error in dating. The decline in the market from 63 to 55 cents during the delay and the loss of 2,000 pounds in transit also was charged by the court to the carrier, and the plaintiff was allowed \$50 attorney's fees.—144 Pac. Rep. 823.

## Coming Conventions.

Mar. 10, 11, 12.—Farmers Grain Dealers Ass'n of N. D., Minot, N. D.

April (about the 15th)—Western Grain Dealers Ass'n at Omaha.

May 11.—Illinois Grain Dealers Ass'n at Champaign.

July 6, 7, 8.—National Hay Ass'n at Niagara Falls, N. Y.

Oct. 11-13.—Grain Dealers National Ass'n at Peoria, Ill.

U. S. DEPT of Agriculture finds that satisfactory bread can be made of the German "potato flake," and experiments have been conducted to determine the value in mixed flour of such inexpensive and healthful products as chestnuts, bananas, rice and peas.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Closing Trade When Margin Nears Exhaustion?

*Grain Dealers Journal:* I had 40,000 bus. long May oats margined down to 54%, and when market declined to 56%, was called for more margin. I mailed check, but before it reached the broker the market fell to 54½ and the broker sold my oats at 54%. I refused to recognize the sale and ordered the oats sold later at 56½ cents, but they do not reply. There was no question about the margin being sent when called, as for a year and a half when called I had always sent check. I claim they had no right to sell me out. What recourse have I?—D. K.

**Ans.:** Under the rules of the Board of Trade, and the law, a broker can sell grain before the margin is entirely exhausted. If the customer wishes his trades held without margin he should have a written agreement giving him credit; as, even tho the course of dealing between this customer and his broker for over a year would show a custom to extend credit until arrival of check, the court in case of suit might refuse to consider the custom against a written clause put out by the broker on his confirmations that he reserved the right to close trades when margins were exhausted.

### Variation in Corn Testers.

*Grain Dealers Journal:* We are having a little trouble with one of the mills at Charleston in the testing of corn. We are receiving corn from Cincinnati, O., supposed to test 15.3% as to moisture. Our test shows 17.8%. The Cincinnati shipper takes 18 minutes to run the temperature to 190 degrees, and takes 7 minutes for the drip, or 25 minutes for the test. Our inspector takes 27 minutes running the temperature to 195 degrees and 7 minutes for the drip. The difference in tests is 2.5% moisture. Our tester is made by the Hess Warming & Ventilating Co., and has copper flasks. The difference in these tests causes quite a lot of trouble between the shipper and receiver as each, no doubt, thinks he is correct. We wish authoritative information on the subject which will admit of no dispute.—Steel & Payne Co., Charleston, W. Va.

**Ans.:** The boiling in oil method of driving the moisture out of grain adopted by the government is not scientific. It is a rule-of-thumb method adopted for practical purposes to give quicker results than the scientific oven test. The oil boiling test introduces too many manipulations that are conducive to error; and in order to overcome these the government undertook to describe minutely the manipulations of the test, such as the degree of heat and time of boiling, depth of thermometer in the oil, etc., considerations which are thrown out of the standard methods of accurate chemical analysis.

Everyone who pretends to use the government oil boiling test for moisture should follow exactly the detailed instructions laid down in the government circular No. 72, issued by the Bureau of Plant Industry, Washington, D. C. On page 11 this circular states "Extinguish the flame when the thermometer registers 190 degrees C." Therefore the Charleston inspector, by running the thermometer 5 degrees above the authorized limit, made his test worthless.

The correct method of determining the exact amount of moisture in corn was given by the government in an earlier Bulletin, No. 41, of the Bureau of Plant Industry. This test is made at 102 to 105 degrees C., but requires 12 to 16 hours.

### Bushel of Spelts in South Dakota.

*Grain Dealers Journal:* In the list of South Dakota grain elevators the Journal gives the legal weight of spelts in that state as 45 lbs. I am unable to find this verified in the code of 1913, it being given there as 40 lbs. Can I get further information on the subject?—C. C. Boden, Doland, S. D.

**Ans.:** The weights given were taken from Circular No. 10, issued by the government Bureau of Standards, Washington, D. C., but are erroneous.

An act of the South Dakota legislature, known as S. B. 99, forming chapter 368, was approved by the governor Mar. 7, 1913, establishing the following legal weights:

Wheat, clover seed, alfalfa seed, beans, peas and potatoes, 60 lbs.; shelled corn, popcorn, kafir corn, rye and flaxseed, 56; corn on cob and popcorn in ear, 70; oats, and osage orange seed, 32; barley, 48; buckwheat, 52; castor beans, 46; timothy

seed, 45; hemp seed, 44; blue grass, orchard grass and red top, 14; Hungarian, millet, rape, sorgum, canary seed and broom corn seed, 50; and speltz, 40 lbs.

### How to Dispose of Shucks and Cobs?

*Grain Dealers Journal:* We operate a large shuck sheller right in the city and would like to know what kind of an oven we can build to dispose of the shucks and cobs. Our sheller will shell about 3,000 bus. with the husks on and we find that both the cobs and shucks accumulate more

## Chicago Futures

Opening, high, low and closing quotations on wheat, corn and oats, for May delivery during February and the first 9 days of March, at Chicago, are given below.





rapidly than we can dispose of them.—  
M. Besteiro, Brownsville, Tex.

**Ans.:** Plans and descriptions of corn cob burners of approved construction are given on seven pages of the book, "Plans of Elevators," published by the Grain Dealers Journal.

## How Can Country Shipper Sell Direct?

*Grain Dealers Journal:* Is it possible for the grain dealer who operates a couple of elevators to have trade enough to handle all his grain and hay direct without spending too much time and money working up this trade?—Weber & Purviance, Huntington, Ind.

**Ans.:** Interior shippers have never been known to do a satisfactory or profitable business with distant buyers of consuming sections. It is far safer to deal directly with an exchange member of an organized market, who is paid a commission to get the most possible for the grain consigned. The only distributor who is in a position to conduct a business profitably with buyers of consuming sections is a firm who handles different feeds and feedstuffs in sufficient volume to justify keeping a man on the road, who calls on the retailers to solicit business and adjust differences. If any shippers of the surplus section have succeeded in selling interior retailers any length of time with satisfaction we have yet to learn of it.

## Barley Notation on Oats Certificates.

The grain inspection department of the Milwaukee Chamber of Commerce in grading oats containing more than five per cent of barley hereafter will make a notation on the certificate showing the fact.

No. 4 white oats, which may contain 8 per cent of barley under the Milwaukee rules, will be covered by a certificate bearing the notation "containing barley."

Oats with more than 8 per cent of barley will be graded "sample," the certificate reading "sample oats containing barley."

Oats with more than 10 per cent of barley will be covered by a certificate reading "oats and barley."

At Chicago no oats go out of a public elevator with an inspection certificate as "oats," if the barley exceeds 5 per cent. Here the oats are graded out of private houses under private brands and the seller assumes his own risk of interception in transit by the federal government if the invoice and certificate fail to mention the barley in excess of five per cent.

The government can not seize oats shipments which are graded according to the rules of the exchange or state and where the grain corresponds to the grading.

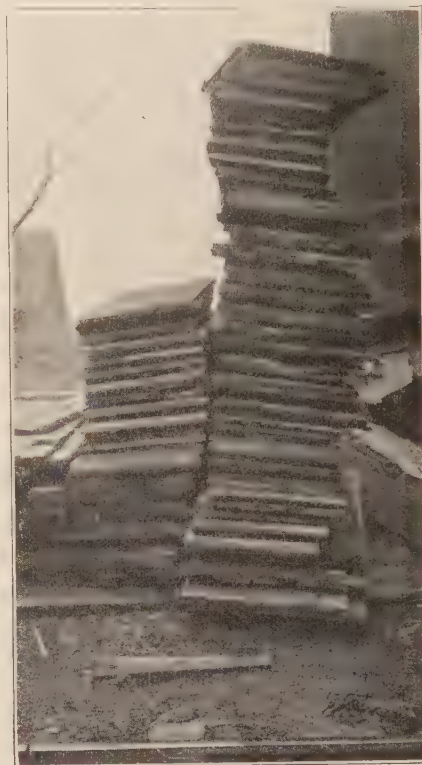
## Elevator Observations

BY TRAVELER.

OVERBIDDING grain buyers are able to dissipate their bank accounts much more expeditiously than even the young man who persists in sowing wild oats. As a rule they know what will be the ultimate result yet, with a dogged obstinacy, they continue to fight. One day last month I visited Stonington, Ill., and found the dealers paying 15c for corn, when they were bid 73½c their track. It was said that some loads were bought at 76c. The distress signals being sent out by their own bank accounts and the dealers at neighboring stations should be enough to induce fighters to come to their senses and buy grain on a profitable basis, or send it elsewhere. Overbidding contests always convince the farmers that under ordinary circumstances elevator men are not disposed to pay all that they can afford to pay for grain. It would be a very difficult matter to convince a farmer that a sane buyer was paying more for grain than he could sell it for, even tho he went broke trying to do it.

THE apparent ease with which some grain shippers continue to do business without an accounting system is the wonder of every man who calls at different grain offices. Our wonder is not how they are able to carry all of the details of their business in their head, but we do wonder how they escape the sheriff, because it is practically impossible for a man who does not keep a careful account of his business to know whether he is making money or losing. I dropped into the office of an Iowa grain dealer one morning recently, to find him pawing over a large number of Account Sales which had been shipped to him by his favorite receiving house. A fire had got into his office and burned all memorandums regarding sales made. It had been his custom to string his Account Sales on a wire as received. He had a safe where the Account Sales could have been filed secure from the flames, but the possibility of the flames wiping out his records had not occurred to him. Judging from the admissions made by many elevator men, their accounting systems do not keep them in touch with the results, hence it is but natural they should continue to indulge practices which deprive them of their profits. When every grain buyer draws off a monthly trial balance and keeps close tab on each business transaction, many of the expensive wasteful practices now common in all sections of the trade will be discarded.

GRAIN doors are frequently piled up close to the elevator, so as to set fire to the house in case sparks from a passing locomotive ignites them, but seldom do we find doors piled so high as to place in jeopardy the lives of children and others who may be passing that way. At Oakland, Neb., recently I saw doors piled up much higher than my head, swaying in the wind and threatening to fall onto anyone who might dare to come near. If some child had been caught



Toppling Piles of Grain Doors at Oakland, Nebr.

under the falling doors, of course, the elevator man would have been sued for damages.

\* \* \*

AN IOWA grain dealer, who sticks very close to home, bragged recently that he had been in the grain business for fifteen years at that station, and had succeeded very satisfactorily without joining any of the grain dealers associations. Unfortunately for the trade, men of his ilk are far too numerous. They are so completely wrapped up in the details of their own business they do not perceive the opportunity for improving trade methods and practices, to the profit and advantage of everyone engaged in the business. Were it possible to enlist the hearty support of all dealers in association effort, the trade would quickly be placed upon a profitable basis, and many of the expensive, useless practices now indulged would be discarded. Hundreds of dealers I have interviewed along the way have admitted that they were storing farmers' grain free, or advancing money without interest, yet claimed it impossible to discontinue the practice, because of their wicked competitor. The trade associations have done much to improve methods and conditions, but that accomplished is small compared with what could be done if all members of the trade would support the organizations in their work with time and money.

## Daily Closing Prices.

The closing prices for wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

### MAY WHEAT.

|             | Feb. 25. | Feb. 26. | Feb. 27. | Mar. 1. | Mar. 2. | Mar. 3. | Mar. 4. | Mar. 5. | Mar. 6. | Mar. 8. | Mar. 9. |
|-------------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|---------|
| Chicago     | 153½     | 149¼     | 153½     | 147½    | 142½    | 144½    | 139½    | 138     | 141½    | 149¼    | 155     |
| Minneapolis | 146½     | 140½     | 144½     | 139½    | 136     | 138½    | 133½    | 132½    | 134¼    | 140½    | 145½    |
| Duluth      | 149½     | 145½     | 149½     | 144¼    | 140     | 142     | 137½    | 136¼    | 139½    | 145½    | 149½    |
| St. Louis   | 148½     | 143¼     | 148      | 141½    | 138     | 140½    | 135     | 133½    | 137½    | 145½    | 151½    |
| Kansas City | 145½     | 140      | 145½     | 138     | 134½    | 136½    | 131     | 129½    | 132½    | 140½    | 146½    |
| Milwaukee   | 153½     | 149      | 153½     | 147½    | 142½    | 144½    | 139½    | 138     | 141½    | 148½    | 155     |
| Toledo      | 155½     | 151½     | 155½     | 149½    | 144½    | 146     | 140½    | 139½    | 143     | 151     | 156½    |
| *Baltimore  | 153½     | 153½     | 157      | 152     | 146½    | 149     | 144½    | 143½    | 146½    | 151     | 160     |
| Winnipeg    | 154½     | 151½     | 151½     | 150½    | 145     | 145½    | 142½    | 138½    | 142½    | 147½    | 152½    |

### MAY CORN.

|             | Feb. 25. | Feb. 26. | Feb. 27. | Mar. 1. | Mar. 2. | Mar. 3. | Mar. 4. | Mar. 5. | Mar. 6. | Mar. 8. | Mar. 9. |
|-------------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|---------|
| Chicago     | 72½      | 71½      | 74       | 71½     | 72½     | 73½     | 72½     | 72½     | 73½     | 73½     | 73½     |
| Kansas City | 69½      | 68½      | 71½      | 68      | 69½     | 70½     | 69½     | 69½     | 70½     | 71      | 70½     |
| St. Louis   | 71½      | 70½      | 73½      | 70½     | 71½     | 72½     | 71½     | 71½     | 72½     | 73½     | 73½     |

\*February delivery to March 1, then March.



## Grain Movement

Reports on the movement of grain from farm to country elevator and shipments from interior points are always welcome.

### CANADA.

Winnipeg, Man., Feb. 25.—The total amount of wheat inspected to date amounted to 71,752 cars or 80,721,000 bus.; 8,000,000 bus. in farmers hands; 17,550,000 bus. wheat in store at country points; 1,215,000 bus. in transit not inspected; 35,000,000 bus. for seed, feed, etc.; total wheat crop 142,476,000 bus. Oats inspected to date 24,543,000 bus.; in store at country points 5,700,000 bus.; in transit not inspected 440,000 bus.; in farmers hands to market 3,500,000 bus. Barley inspected to date 3,820,000 bus.; in store at country points 610,000 bus.; in transit not inspected 60,000 bus.; farmers hand to market 600,000 bus.—Frank O. Fowler, sec'y Northwest Grain Dealers Ass'n.

### COLORADO.

Sterling, Colo., Mar. 8.—Practically no wheat left in the country.—H.

### ILLINOIS.

Riola, Ill., Mar. 4.—Little corn moving now; about all marketed at this station; will be a few cars of corn and oats before farmers go to work.—M. L. Hill, agt. Paul Kuhn & Co.

### IOWA.

Mineola, Ia., Mar. 4.—No grain coming now; weather and roads very bad.—H. F. Kruse.

Taintor, Ia., Mar. 1.—No grain moving at this point; roads impassable past 2 weeks; do not think there is over 10% oats in farmers hands; wheat and corn supply rather limited compared with past years, as early high prices caused farmers to sell early.—C. C. Terrell.

### KANSAS.

Columbus, Kan., Mar. 4.—Very little wheat left in farmers hands; holding for \$1.50.—Stauffer, Cammack & Co.

Assaria, Kan., Feb. 27.—About 10% old wheat left in farmers hands.—E. C. Haines, mgr. Farmers Elvtr. Co.

### MICHIGAN.

Lansing, Mich., Mar. 1.—Total number of bus. of wheat marketed at 71 mills, 85 elvtrs. and to grain dealers during February is 287,300 bus. The estimated total number of bus. marketed in the 7 months August-February is 8,500,000 bus.

### MINNESOTA.

Wheatville sta. (Borup p. o.), Minn., Mar. 5.—About 10% grain left in farmers hands.—A. R. Uecker, agt. National Elvtr. Co.

### MISSOURI.

St. Peters, Mo., Mar. 4.—About 5% last year's wheat still in farmers hands.—N. & F. Schneider.

Cosby, Mo., Mar. 1.—Considerable wheat being held for higher prices.—Walter E. Mullen, Cosby Grain & Elvtr. Co.

### NEBRASKA.

Verdigre, Neb., Mar. 3.—About 60% corn, 30% wheat and 70% oats held on farms.—H.

Newman Grove, Neb., Mar. 3.—Farmers holding 1/3 oats, 10% wheat and 35% corn.—H.

Clarkson, Neb., Mar. 3.—About 40% corn, 15% wheat and 20% oats still on farms.—H.

Lindsay, Neb., Mar. 3.—About 30% last year's corn and 40% wheat remains in farmers hands.—H.

Nickerson, Neb., Mar. 3.—Very little wheat or oats left in this section; farmers hold about 40% corn, which will nearly all be fed.—H.

Omaha, Neb., Mar. 4.—Business dull here at present time; receipts light; demand very poor.—H.

Dodge, Neb., Mar. 3.—None of last year's wheat in farmers hands; holding 10% oats and 25% corn.—H.

Bradish, Neb., Mar. 3.—All wheat except seed has been moved; farmers hold 30% oats and 25% corn.—H.

Creston, Neb., Mar. 3.—Practically all wheat has been sold and delivered by the farmers; about 30% corn and 20% oats still in their hands.—H.

Fairmont, Neb., Feb. 24.—About 15% wheat crop held back by farmers; roads almost impassable; no oats or corn to ship.—T. M. Wright.

Omaha, Neb., Mar. 8.—Receipts of all kinds of grain will be light for next 2 weeks or more if roads continue to be in as bad shape as at present.—H.

Herman, Neb., Mar. 3.—About 30% last year's corn crop still in farmers hands; expect 10% of this to be marketed; not more than 10% wheat on farms; about 5% of this will move.—H.

Petersburg, Neb., Mar. 3.—Farmers still hold 3/4 last year's corn and 1/2 oats; 1/2 of total corn crop and 2/3 oats will be marketed; 10% wheat still on farms where it will remain indefinitely.—H.

### NORTH DAKOTA.

Edmore, N. D., Mar. 5.—About 5% grain still in farmers bins.—J. H. Widness, mgr. Farmers Shpg. & Sply. Co.

Medberry, N. D., Feb. 24.—About 90% of all grain in this vicinity has been marketed; good seed wheat is scarce.—Medberry Elvtr. Co.

### OHIO.

Bradford, O., Mar. 6.—Wheat and oats about all in; 1/5 corn in farmers hands; holding for higher prices.—Roe Pugh.

### OKLAHOMA.

Oklahoma, Mar. 1.—Farm reserves are 12% wheat, or 6,000,000 bus.; 29% corn, or 14,000,000 bus. and 24% oats.—Sec'y State Board of Agriculture.

Renfrow, Okla., Mar. 5.—Grain movement light account muddy roads past 4 weeks; about 10% wheat still in farmers hands; have bot 200,000 bus. wheat of 1914 crop; will handle 20,000 bus. more.—P. B. Loftus, mgr. Renfrow Grain & Fuel Co.

### PENNSYLVANIA.

Pittsburgh, Pa., Mar. 3.—Our Pittsburgh market is in bad shape just now. The country demand seems to have fallen off, as farmers in this district appear to be letting go of their grain very liberally.—R. S. McCague.

THE FLAX YIELD of Russia for 1914 was 325,000 short tons, compared with a normal yield of 542,000 tons. Of the normal crop 325,000 tons are usually exported, 90,000 tons are consumed in local linen factories, and 90,000 tons are used in the domestic trades. Russian works are working at considerable pressure because of the shortage of spun flax and linen products.

### Farm Reserves.

Washington, Mar. 8.—The Dep't of Agriculture reports that only 17.2% of the 1914 crop of wheat remained in the farmers' hands, Mar. 1, compared with 19.9% of the 1913 crop a year ago.

About 60.7% of the wheat crop will be shipped out of the counties where grown, compared with 53.9% last year and 41.3% in 1913.

The government's corn figures show that 34.1% is still on the farms, compared with 35.4% last year and 41.3% in 1913 at this time. Of the total crop 18.6% will be shipped out of the counties where grown, compared with 35.4% in 1914 and 41.3% in 1913. Of the last crop 84.5% was of merchantable quality compared with 80.1% last year.

One-third of the last oats crop remains on the farms, compared with 37.4% last year and 42.6% in 1913. Of the total oats grown 29.4% will be shipped from counties where grown compared with 26.5% last year.

Only 22% of the barley crop remains on the farms, compared with 24.8% last year and 27.6% in 1913. Shipments from growing counties will total 45.1% compared with 48.4% last year.

By states reserves are:

|       | Wheat.                          |               | Corn.                           |               |
|-------|---------------------------------|---------------|---------------------------------|---------------|
|       | 1915,<br>(000 omitted.)<br>bus. | 1914,<br>bus. | 1915,<br>(000 omitted.)<br>bus. | 1914,<br>bus. |
| Pa.   | 5,500                           | 6,600         | 21,800                          | 21,700        |
| Ohio  | 8,000                           | 9,800         | 45,700                          | 54,100        |
| Ind.  | 6,500                           | 8,000         | 58,800                          | 65,300        |
| Ill.  | 5,600                           | 7,100         | 99,000                          | 101,600       |
| Mich. | 4,000                           | 3,300         | 19,500                          | 18,000        |
| Wis.  | 900                             | 1,300         | 18,900                          | 24,700        |
| Minn. | 10,300                          | 19,700        | 26,400                          | 33,600        |
| Iowa  | 3,000                           | 4,300         | 140,200                         | 125,200       |
| Mo.   | 6,900                           | 6,700         | 38,000                          | 28,400        |
| N. D. | 15,500                          | 15,000        | 2,700                           | 2,200         |
| S. D. | 6,900                           | 9,200         | 23,400                          | 20,900        |
| Neb.  | 10,900                          | 13,700        | 71,300                          | 27,400        |
| Kan.  | 30,100                          | 10,400        | 29,200                          | 1,400         |
| Ky.   | 1,300                           | 1,300         | 34,700                          | 25,400        |
| Tenn. | 1,800                           | 1,300         | 33,000                          | 28,900        |
| Tex.  | 1,500                           | 1,400         | 28,700                          | 49,000        |
| Okla. | 4,800                           | 1,400         | 10,000                          | 9,400         |
| Mont. | 3,500                           | 4,800         | 200                             | 300           |
| Calo. | 2,400                           | 2,300         | 4,000                           | 2,000         |
| Utah  | 1,700                           | 1,800         | 100                             | .....         |
| Ida.  | 2,400                           | 2,700         | 100                             | .....         |
| Wash. | 5,000                           | 6,400         | 200                             | 200           |
| Ore.  | 1,800                           | 1,700         | 100                             | 100           |
| U. S. | 152,900                         | 151,800       | 910,900                         | 866,400       |
|       | Oats.                           |               | Barley.                         |               |
|       | 1915,<br>(000 omitted.)<br>bus. | 1914,<br>bus. | 1915,<br>(000 omitted.)<br>bus. | 1914,<br>bus. |
| N. Y. | 15,300                          | 18,400        | 500                             | 500           |
| P.    | 12,900                          | 15,000        | .....                           | .....         |
| Ohio  | 15,900                          | 19,600        | 200                             | 300           |
| Ind.  | 10,800                          | 10,600        | .....                           | .....         |
| Ill.  | 36,500                          | 38,500        | .....                           | .....         |
| Mich. | 20,300                          | 17,600        | 600                             | 500           |
| Wis.  | 22,400                          | 37,400        | 4,400                           | 6,000         |
| Minn. | 31,500                          | 49,500        | 8,200                           | 10,800        |
| Iowa  | 61,000                          | 67,400        | 2,100                           | 2,300         |
| Mo.   | 6,700                           | 7,400         | .....                           | .....         |
| N. D. | 27,900                          | 27,200        | 7,100                           | 6,900         |
| S. D. | 18,500                          | 18,100        | 5,100                           | 3,900         |
| Neb.  | 29,200                          | 22,600        | 800                             | 400           |
| Kan.  | 19,500                          | 7,900         | 1,900                           | 500           |
| Mont. | 5,400                           | 10,000        | 500                             | 600           |
| Ida.  | 3,100                           | 4,800         | 1,300                           | 1,700         |
| Cal.  | 900                             | 1,000         | 5,500                           | 5,000         |
| U. S. | 379,400                         | 419,500       | 42,900                          | 44,100        |

### The Grain Trade's Activity.

|   | 1914-15.        | 1913-14.       |
|---|-----------------|----------------|
| WHEAT CROP, U. S., bus.                                       | 891,017,000     | 754,380,000    |
| Wheat receipts, primary markets, July 1 to Mar. 6, 1915, bus. | 373,197,000     | 264,272,000    |
| U. S. wheat exports, July 1 to Mar. 6, bus.                   | 233,207,000     | 141,984,000    |
| Argentine wheat exports, Jan. 1, 1914, to Mar. 6, 1915, bus.  | 54,118,000      | 122,462,000    |
| Wheat, visible supply, Mar. 6, bus.                           | 47,661,000      | 56,379,000     |
| Canadian visible wheat supply, Mar. 6, bus.                   | 13,177,000      | 24,743,000     |
| Flour exports, July 1 to Mar. 6, bbls.                        | 10,297,600      | 8,345,308      |
| OATS CROP, U. S., bus.  | 1,141,060,000   | 1,128,768,000  |
| Oats receipts, primary markets, Aug. 1 to Mar. 6, bus.        | 201,643,000     | 151,388,000    |
| U. S. oats exports, July 1 to Mar. 6, bus.                    | 51,665,000      | 11,628,000     |
| Oats, visible supply, Mar. 6, bus.                            | 30,252,000      | 21,577,000     |
| CORN CROP, U. S., bus.  | 2,672,804,000   | 2,446,988,000  |
| Corn receipts, primary markets, July 1 to Mar. 6, bus.        | 202,165,000     | 175,221,000    |
| Argentine corn exports, Jan. 1, 1914, to Mar. 6, 1915, bus.   | 159,410,000     | 206,443,000    |
| U. S. rye exports, July 1 to Mar. 6, bus.                     | 9,153,000       | 829,000        |
| U. S. barley exports, July 1 to Mar. 6, bus.                  | 8,336,000       | 7,413,000      |
| Chicago Board of Trade clearings, February, 1915.             | \$11,657,110.00 | \$1,890,300.75 |



## Wheat Movement in February.

Receipts and shipments of wheat at the various markets during February, 1915, compared with February, 1914, were in bus. as follows:

|               | Receipts. |           | Shipments. |           |
|---------------|-----------|-----------|------------|-----------|
|               | 1915.     | 1914.     | 1915.      | 1914.     |
| Minneapolis   | 6,851,830 | 8,754,330 | 4,612,040  | 1,887,970 |
| Winnipeg      | 6,302,250 | 2,168,900 | .....      | .....     |
| Chicago       | 5,066,000 | 3,314,000 | 5,042,000  | 1,780,000 |
| Baltimore     | 2,337,144 | 750,422   | 2,414,301  | 1,080,221 |
| Kansas City   | 1,985,150 | 1,848,150 | 4,101,300  | 1,723,400 |
| St. Louis     | 1,907,400 | 1,462,183 | 2,053,170  | 1,593,950 |
| Duluth        | 1,726,676 | 612,043   | 827,407    | 54,067    |
| San Francisco | 670,560   | 898,800   | .....      | .....     |
| Toledo        | 527,000   | 222,000   | 437,200    | 378,900   |
| Louisville    | 482,965   | 214,990   | .....      | 22,200    |
| Omaha         | 478,800   | 1,252,800 | 375,600    | 1,214,400 |
| Milwaukee     | 406,250   | 229,075   | 197,903    | 181,522   |
| Detroit       | 233,000   | 47,000    | 230,000    | 84,000    |
| Cincinnati    | 172,552   | 128,134   | 182,309    | 141,685   |
| New Orleans   | .....     | .....     | 5,102,085  | 694,200   |
| Galveston     | .....     | .....     | 3,555,306  | 296,000   |

## Corn Movement in February.

Receipts and shipments of corn at the various markets during February, 1915, compared with February, 1914, were in bus. as follows:

|               | Receipts. |           | Shipments. |           |
|---------------|-----------|-----------|------------|-----------|
|               | 1915.     | 1914.     | 1915.      | 1914.     |
| Chicago       | 9,411,000 | 8,401,000 | 8,691,000  | 3,327,000 |
| Baltimore     | 4,088,646 | 285,467   | 4,069,536  | 66,862    |
| Kansas City   | 3,452,500 | 2,626,250 | 1,216,250  | 1,728,750 |
| St. Louis     | 2,329,200 | 1,699,200 | 1,130,540  | 862,440   |
| Omaha         | 1,834,800 | 3,915,600 | 3,155,900  | 3,092,700 |
| Milwaukee     | 1,785,000 | 1,275,000 | 2,671,829  | 857,081   |
| Minneapolis   | 1,581,320 | 1,005,870 | 1,270,480  | 891,740   |
| Cincinnati    | 761,184   | 634,008   | 962,721    | 386,359   |
| Duluth        | 524,781   | 23,096    | .....      | .....     |
| Louisville    | 485,700   | 1,263,590 | 314,000    | 688,795   |
| Toledo        | 460,500   | 560,400   | 283,900    | 310,600   |
| Detroit       | 428,000   | 345,000   | 398,000    | 197,000   |
| San Francisco | 67,032    | 6,328     | .....      | .....     |
| New Orleans   | .....     | .....     | 147,710    | 95,400    |

## Oats Movement in February.

Receipts and shipments of oats at the various markets during February, 1915, compared with February, 1914, were in bus. as follows:

|               | Receipts.  |           | Shipments. |           |
|---------------|------------|-----------|------------|-----------|
|               | 1915.      | 1914.     | 1915.      | 1914.     |
| Chicago       | 10,516,000 | 6,594,000 | 9,905,000  | 5,697,000 |
| Baltimore     | 4,038,583  | 156,876   | 4,046,907  | 6,073     |
| Milwaukee     | 2,369,340  | 1,117,200 | 1,848,700  | 1,235,710 |
| Winnipeg      | 1,938,300  | 1,526,850 | .....      | .....     |
| St. Louis     | 1,658,075  | 1,657,500 | 934,410    | 1,502,040 |
| Minneapolis   | 1,640,160  | 1,069,640 | 2,226,640  | 1,694,640 |
| Kansas City   | 729,300    | 727,600   | 658,500    | 694,500   |
| Duluth        | 652,953    | 130,014   | 47,817     | 59,882    |
| Omaha         | 637,500    | 1,020,000 | 1,054,500  | 1,255,500 |
| Louisville    | 446,500    | 489,510   | 595,230    | 470,610   |
| Toledo        | 316,800    | 134,300   | 286,400    | 117,600   |
| Cincinnati    | 281,358    | 321,431   | 352,810    | 337,786   |
| Detroit       | 254,000    | 265,000   | 109,000    | 23,000    |
| San Francisco | 116,384    | 47,136    | .....      | .....     |
| New Orleans   | .....      | .....     | 219,677    | 2,320     |

## Rye Movement in February.

Receipts and shipments of rye at the various markets during February, 1915, compared with February, 1914, were in bus. as follows:

|             | Receipts. |         | Shipments. |         |
|-------------|-----------|---------|------------|---------|
|             | 1915.     | 1914.   | 1915.      | 1914.   |
| Baltimore   | 1,238,247 | 166,336 | 1,217,478  | 25,714  |
| Minneapolis | 348,300   | 257,220 | 264,610    | 137,850 |
| Milwaukee   | 223,020   | 202,030 | 283,597    | 272,625 |
| Chicago     | 216,000   | 233,000 | 275,000    | 152,000 |
| Duluth      | 61,211    | 9,874   | 41,974     | 8,821   |
| Louisville  | 51,500    | 106,000 | 26,520     | 69,825  |
| Omaha       | 40,700    | 8,000   | 30,000     | 9,000   |
| Cincinnati  | 38,776    | 10,833  | 56,000     | 9,588   |
| St. Louis   | 30,050    | 2,200   | 15,490     | 13,710  |
| Kansas City | 27,500    | 13,200  | 40,700     | 5,500   |
| Detroit     | 19,000    | 21,000  | 23,000     | 17,000  |
| Toledo      | 11,000    | 5,000   | 12,600     | 8,900   |

## Barley Movement in February.

Receipts and shipments of barley at the various markets during February, 1915, compared with February, 1914, were, in bus., as follows:

|               | Receipts. |           | Shipments. |           |
|---------------|-----------|-----------|------------|-----------|
|               | 1915.     | 1914.     | 1915.      | 1914.     |
| San Francisco | 2,357,232 | 320,448   | .....      | .....     |
| Chicago       | 2,323,000 | 2,015,000 | 1,189,000  | 546,000   |
| Minneapolis   | 2,230,980 | 1,691,500 | 2,342,890  | 1,476,500 |
| Milwaukee     | 1,699,920 | 1,319,280 | 607,237    | 286,074   |
| Baltimore     | 402,338   | 2,427     | 499,996    | .....     |
| Duluth        | 377,553   | 58,467    | 160,021    | 71,676    |
| Winnipeg      | 232,200   | 272,770   | .....      | .....     |
| St. Louis     | 113,800   | 212,800   | 13,770     | 22,180    |
| Kansas City   | 100,800   | 21,000    | 107,800    | 1,400     |
| Louisville    | 99,900    | 23,900    | .....      | 1,100     |
| Cincinnati    | 42,825    | 5,741     | 37,100     | 84        |
| Omaha         | 16,800    | 26,000    | 5,000      | 1,000     |

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

## COLORADO.

Sterling, Colo., Feb. 24.—Wheat looking fine; acreage 1/3 larger than last year.—L. Spelts.

Sterling, Colo., Mar. 8.—Wheat acreage increased 25% over last year; moisture little short, but crops look promising.—H.

## INDIANA.

Evansville, Ind., Mar. 6.—Wheat looks good in this section; oats acreage about 75%. This is not much of an oat country.—National Realty Co.

## KANSAS.

Marion, Kan., Feb. 27.—Snowing and raining all day.—S.

Enterprise, Kan., Feb. 26.—Between here and Herington farmers plowing in fields.—G. J.

Protection, Kan., Mar. 3.—Recent rains have caused our wheat to come up.—A. W. Steen.

Shady Bend, Kan., Mar. 6.—Prospects for wheat never better at this time of year.—Amos Richolson.

Assaria, Kan., Feb. 27.—Wheat looking fine; acreage 10% larger.—E. C. Haines, mgr. Farmers Elvtr. Co.

Peabody, Kan., Feb. 27.—Wheat looking fine; acreage same as usual.—Fred Moore, agt. Stevens-Scott Grain Co.

Abilene, Kan., Mar. 5.—Wheat in fine shape; acreage about 10% less.—D. Sommer, mgr. Farmers Elvtr. Co.

Ensign, Kan., Mar. 3.—Wheat looking fine; acreage same as last year.—G. W. Smith, mgr. Farmers Grain & Supply Co.

Wichita, Kan., Feb. 27.—Snow and rain; 3 inches snow on ground Sunday morning; farmers west of here have sowed oats.—G. S.

Manhattan, Kan., Mar. 6.—Wheat condition 90%; acreage increased 5%; subsoil thoroly water soaked; prospects for good corn crop.—Geo. T. Fielding & Son.

Manhattan, Kan., Mar. 6.—Prospects for wheat best ever. This locality, however, is a corn country; ground wet at least 3 ft. down; should make a good corn crop.—C. E. Heartburg, mgr. Manhattan Mfg. Co.

Columbus, Kan., Mar. 4.—Raining and snowing for several days; oats seeding will be thrown back at least 2 weeks; wheat looks fine; acreage 90% compared with last year.—Stauffer, Cammack & Co.

## KENTUCKY.

Louisville, Ky., Mar. 3.—Growing wheat in Blue Grass and Central sections of state in excellent condition; prospects for bumper crop very promising.—C. S. Emrick.

## MICHIGAN.

Lansing, Mich., Mar. 1.—No damage to wheat during February according to 260 correspondents; 172 report some injury; snow protected wheat 15 days.—Coleman C. Vaughan, sec'y of state.

## MINNESOTA.

Wheatville sta. (Borup p. o.), Minn., Mar. 5.—Have had more snow this winter than for years.—A. R. Uecker, agt. National Elvtr. Co.

## MISSOURI.

Cosby, Mo., Mar. 1.—Wheat looking fine.—Walter E. Mullen, Crosby Grain & Elvtr. Co.

St. Peters, Mo., Mar. 4.—Growing wheat looking good, promises good crop; acreage slightly larger than last year; corn crop was poor.—N. F. Schneider.

## NEBRASKA.

Superior, Neb., Feb. 26.—About 4 inches wet snow on ground; raining.—S.

Upland, Neb., Feb. 26.—Good prospect for fine wheat crop if moist weather continues.—Thos. C. Lorenzen, mgr. Peoples Grain, Coal & L. S. Co.

## OHIO.

Bradford, O., Mar. 6.—Wheat looking fine; large acreage planted.—Roe Pugh.

Ohio, Mar. 3.—Growing wheat in southwestern part of state in splendid condition; prospects for bumper crop promising.—C. S. Emrick, Louisville, Ky.

## OKLAHOMA.

Renfrow, Okla., Mar. 5.—Crop prospects good here; plenty of moisture.—P. B. Loftus, mgr. Renfrow Grain & Fuel Co.

Oklahoma, Mar. 1.—Wheat condition 83%; compared with 79% February condition. Last March and June it was 96%; yield 48,000,000 bus. Oats acreage 40% larger than last year.—Sec'y State Board of Agriculture.

## SOUTH DAKOTA.

Faultkton, S. D., Mar. 6.—Immense fall of snow blockades railroads and highways, making prospects for crop good at this time.—Faultkton Farmers Elvtr. Co.

## Exports of Grain Heavy.

BRITISH STEAMER EPSOM has been chartered to carry grain to Europe from Portland, Ore., at 70s, the highest quotation of the season.

THE STEAMER MEINAM, bound for Marseilles, and the Brooklet for Bordeaux, cleared at Galveston during the last week of February with 467,000 bus. of wheat.

STEAMER HARPAGUS cleared at Baltimore Feb. 27 with a cargo of 545,490 bus. oats for Marseilles, France, the largest cargo of that grain ever exported from Baltimore.

ENGLISH STEAMER Ryton has just been chartered to carry 225,000 bus. of grain to Italy from Portland, Me. The Dutch steamer Rijswijk cleared at that port Mar. 2 for Rotterdam with a cargo of 100,000 bus. barley.

BOSTON EXPORTED, during the week ended Feb. 27, the following cargoes: East Point, 88,000 bus. wheat and 25,000 bus. corn to Liverpool; Colonial, 80,000 bus. wheat to London; Elizabeth, 64,000 bus. wheat to Rotterdam; Kerakies, 64,000 bus. wheat to Manchester; Canadian, 35,000 bus. corn to Liverpool; Cambrian, 40,000 bus. wheat to London; Anna Gurine, 40,000 bus. wheat to Manchester.

THE FOLLOWING VESSELS have recently been chartered in the export trade: Photima, 32,000 quar. grain, Atlantic coast to Italy; Cape Ortelga, 30,000 quar. grain, Atlantic coast to Rotterdam; Wiltonhall, 112,000 quar. oats, Virginia coast to Italy; Arachne, 35,000 quar. oats to London; Ravenshoe, 25,000 bu. grain, Gulf ports to Lisbon; Benpark, 32,000 quar. grain, Atlantic coast to Italy; Larrinigo, 35,000 quar. grain, Atlantic coast to Lisbon, and the Alexandra, 28,000 quar. grain, Gulf ports to west coast of Italy.

## Exports of Grain. Weekly.

|                | WHEAT.      |             | OATS.      |            |
|----------------|-------------|-------------|------------|------------|
|                | 1914.       | 1913.       | 1914.      | 1913.      |
| July 4 to Dec. | 168,699,000 | 112,304,000 | 37,632,000 | 8,817,000  |
| Week ending    | 1915.       | 1914.       | 1915.      | 1914.      |
| Jan. 4         | 5,807,000   | 3,626,000   | 717,000    | 51,000     |
| Jan. 11        | 7,362,000   | 4,562,000   | 124,000    | 296,000    |
| Jan. 18        | 7,062,000   | 3,686,000   | 859,000    | 279,000    |
| Jan. 23        | 5,664,000   | 2,794,000   | 1,474,000  | 263,000    |
| Jan. 30        | 5,938,000   | 1,507,000   | 1,943,000  | 133,000    |
| Feb. 6         | 8,294,000   | 3,433,000   | 1,779,000  | 128,000    |
| Feb. 13        | 6,795,000   | 2,661,000   | 1,879,000  | 223,000    |
| Feb. 20        | 7,128,000   | 2,035,000   | 1,730,000  | 154,000    |
| Feb. 27        | 4,853,000   | 2,191,000   | 2,412,000  | 172,000    |
| Mar. 6         | 5,805,000   | 3,185,000   | 1,116,000  | 112,000    |
| Tl.            | 233,437,000 | 141,984,000 | 51,665,000 | 10,628,000 |



### Death of H. S. Grimes.

In the death of Harry S. Grimes of Portsmouth, O., the grain trade has lost one of its most faithful laborers, a man who never was too busy to set aside his personal affairs (and they were many) to participate in association work.

He served the Ohio Grain Dealers Ass'n as a director and president for a number of years. He was president of the Ohio State Board of Agriculture, president of the Ohio Grain Dealers Mutual Fire Insurance Ass'n from its inception to the time of his death, a director of the Grain Dealers National Mutual Fire Ins. Co. from its beginning and an active participant in the affairs of the Grain Dealers National Ass'n, beginning with the 1901 meeting of the association at Des Moines, where he was re-elected second vice-president. His ability as chairman in handling some of the snarls of that great convention gained for him many staunch supporters, who were glad to welcome him as the acting president in charge of the convention at Minneapolis. Mr. Grimes served the organization as president until the close of the annual convention at Milwaukee, and thereafter served it as director and member of the Arbitration Committee, and generally as Chairman of the Resolution Committee.

He had the best interests of the grain trade at heart, and was a firm believer in the ability of the trade's organizations to improve business conditions. Always optimistic, his cheery smile gained him many warm friends in the trade, which was clearly evidenced by the many telegrams and flowers sent him from the last annual meeting of the National Ass'n in Kansas City.

Notwithstanding Mr. Grimes' earnest work in behalf of the grain trade, he had large interests in many different enterprises of his home city. He had long been engaged in the hay and grain business at Portsmouth, when in 1903, in the hope of being relieved of the detail of his growing grain business, he organized the company of Grimes-Stritmatter Grain Co., admitting to partnership Edward Stritmatter of Columbus, who has managed the business since.

He had always enjoyed good health until one day in January, 1914, he fainted at home, and it was discovered that he was far from a well man. Specialists in all parts of the country were consulted, but could give no relief. He gradually grew worse and died at home last Sunday morning. Mrs. Grimes and their daughter, Mrs. Taylor, who have accompanied Mr. Grimes to many conventions, will have the deepest sympathy of a host of friends throughout the trade.

WE DO NOT want to miss a single number of the Grain Dealers Journal. The paper is O. K.—Hill & Jones, Douseman, Wis.

THE INTERSTATE Commerce Com'n has suspended from Mar. 16 to Sept. 16 proposed increased rates on grain products and seeds from Minneapolis and other points via rail and lake to Buffalo and other points, and has suspended until July 6 proposed increases on grain from Great Northern points in Minnesota to points in Kansas and other States. One of the increases was on corn from  $17\frac{1}{2}$  to  $25\frac{1}{2}$ ¢ per 100 lbs. from Pipestone, Minn., to Pittsburg, Kan.—P.



H. S. Grimes, Portsmouth, O., Deceased.

### What Is the Trouble With the Grain Business in Kansas?

[Continued from page 267 of the Grain Dealers Journal for Feb. 25.]

#### BETTER MANAGERS NEEDED.

St. Francis, Kan.—One of the big troubles in Kansas is that we need better managers and a better system of book-keeping. We do not store grain free or advance money to farmers and when we store for ourselves try to do so according to grade. Three cents per bu. puts grain thru our elevator. The cash grain business with us increased last year  $2\frac{1}{2}\%$ .—C. R. Henry, Sec'y, Farmers Equity Union.

#### INCLUDE INTEREST CHARGE.

Turon, Kan.—In determining the margin at which we can afford to handle grain we add to the ordinary cost of handling the upkeep charge and interest on our investment. We find this cost to be  $1\frac{1}{2}$ ¢ per bu. We store no grain, sell both our track and consign, buy and sell grain on grades, and occasionally find it necessary to clean before shipping. Our cash grain has shown a gain of 80% in 1914.—Turon Elevtr. & Merc. Co.

#### CHARGES INTEREST ON ADVANCES.

Oswego, Kan.—While we have occasionally given a farmer a month's free storage, we are very careful about the cash advanced to him. Unless we get his bonafide note we lend no money, and then only at a fair rate of interest. When we store grain it is stored by grade, the way we bid for and purchase it. Our accounting system would indicate that 2¢ per bu. covers the cost of putting grain thru the elevator. And knowing this we do the best we can to determine the margin we must have to make a profit.—Oswego Milling Co.

#### COSTS 2 CTS. A BUSHEL TO HANDLE GRAIN.

Blue Rapids, Kan.—In determining the margin at which we can afford to handle any given kind of grain we figure the cost of handling an ordinary crop and add to that figure our profit. We use an accounting system, which shows a cost of 2¢ for putting grain thru the elevator, but do not draw off a monthly trial balance. Occasionally we advance small amounts of money to farmers, but never store their grain. We always buy and bid for grain on grade. Our cash grain gains for 1914 are estimated at 40%.—Farmers Grain & L. S. Co.

#### HAS NO COMPLAINT.

Dillwyn, Kan.—The Dillwyn Grain & Supply Co. handles its business the same as a private institution, considering a 3¢ margin sufficient to meet any loss that might occur during any fiscal year. We have found this a safe proposition for 9 years. Last year was an exceptionally good year as the market fluctuated widely and by taking advantage of the rises we have done a little better than in the average year. However, it is not uncommon for us to make 35 to 60% on our capital stock on the basis above mentioned. As to the grain business in Kansas, we think it is one of the safest propositions in the state and do not see why there should be any complaint from local elevators doing a cash business. But whenever a local elevator man goes into the option business he is on slippery ground considering the disadvantage. If anyone wishes this kind of business he should move to some good market center where he can look after his interests to ad-



vantage. We are handling our grain at a cost of  $\frac{3}{4}$ c per bu., do not store except at a low market, and in some cases advance money to farmers.—J. W. Brown, mgr., Dillwyn Grain & Supply Co.

## HAVE NO ACCOUNTING SYSTEM.

Oneida, Kan.—When we store grain at all it is done as a favor to the farmer and nothing is charged him for the privilege. We do not advance money. We have no accounting system but believe we can put a crop thru our plant at from  $1\frac{1}{2}$ c to 2c per bu., and determine the margin we must obtain by experimenting. Having no accounting system, we do not draw off a monthly trial balance, but pay more attention to buying and bidding for grain by grade and storing it the same way.—Oneida Farmers Shipping Ass'n.

## STORE GRAIN FOR 1 CT. PER BU. PER MONTH.

Cedar Vale, Kan.—In storing grain for the farmers we charge them 1c per bu. per month, this cost including insurance which we must pay on that grain. Our accounting system keeps us in touch with the actual results of our business, and shows that the cost per bu. to handle grain thru our elevator is  $\frac{1}{4}$ c per bu. We use the cost and selling price in determining the margin at which we can afford to handle grain. The cash grain showed a 5% increase during 1914.—L. C. Adam Merc. Co.

## THE STORING EVIL.

Lincoln, Kan.—If the farmers would sell their wheat outright when they brot it in I would be better off. But for lack of space I must ship it when received whether they have sold it or not. Today, when they are selling at around \$1.45, I must make good even tho I only got around 70c for it by the carload. By dealing in May options, however, I have nearly managed to break even. I believe it costs me 2c per bu. to put grain thru my elevator, but keep no accounting system. I frequently advance money to farmers, store their grain free and try to work on a 3c margin.—F. W. Herman.

## BROKERS AND RECEIVERS BIDDING FARMERS.

Potwin, Kan.—Grain dealers of nearby towns, El Dorado, Whitewater, and even Wichita, are taking some of the grain from farmers who should rightfully haul it here. Every farmer, or bunch of farmers who can accumulate a carload of grain, will telephone to these outside points and those grain men seem to bid merely to take the business away from the local elevator man. The receivers I find will offer this farmer the same bid that they offer me and I therefore have to compete. I have made a little money shipping wheat, but this is because the market has generally advanced enough to give me a little profit and not on account of good buying. If an arrangement could be made to stop these track bids to farmers they would have to consign thru the local dealer and this would greatly improve conditions. The farmers, as a rule, are a skeptical lot and every grain man who does not keep in his own territory makes them more so. A fine should be assessed against every grain man who bids high outside of his own town. Our cost for putting grain thru the elevator is  $\frac{1}{4}$ c per bu.; we have no accounting system and determine the margin for handling grain merely by guess work.—C. T. Laird.

## HANDLES GRAIN FOR $\frac{1}{2}$ TO $\frac{3}{4}$ CT. PER BUSHEL.

Alden, Kan.—Last year we handled 172,000 bus. of grain at a profit of 3c per bu., paying a dividend of 30% to our stockholders. This grain was put thru our elevator at a cost of  $\frac{1}{2}$  to  $\frac{3}{4}$ c per bu., including cleaning or blowing before loading. The price paid, the risk, and the state of the market, helps us determine what margin we must obtain to make a profit.—Farmers Grain, Fuel & L. S. Co.

## DO NOT STORE GRAIN FREE.

Plevna, Kan.—We do not store grain free, and very seldom advance money to farmers. We bid for and buy grain by grade, sell some of it our track, and consign balance to commission merchants. When grain needs cleaning we do that work before loading it in car.

We estimate that it costs us 2c per bu. to put a crop thru our elevator, and our accounting system keeps an accurate tab on results attained in our business, the profit and loss determining the margin on which we can afford to handle each kind of grain. Our monthly trial balance sheets show that our gain on cash grain for 1914 is 300% as compared to normal profit.—Plevna Grain & Supply Co.

THE GRAIN DEALERS JOURNAL is a valuable paper.—E. W. Fee, Albuquerque, N. M.

## Illinois Ass'n Directors Will Meet.

The following subjects will be up for discussion at the meeting of the Board of Directors of the Illinois Grain Dealers Ass'n, March 18th, 1915, which will be held at the La Salle Hotel, Chicago, at 10 o'clock A. M.

Report of Secretary on Membership, Claims, Scale and Finance.

Bill of Lading Ownership.

Switching Rules of State Railroads.

Car Physical Condition blanks at Chicago.

Discounting of Grain on intrinsic value.

Advance in Western Freight Rates.

Membership.

Redistricting State.

Opportunities offered through Crop Improvement Committee and hired County Agents.

Railroad Leases.

Next Convention.

Date.

Speakers.

Publicity of Convention.

Committees, etc.

Report from Champaign representative.

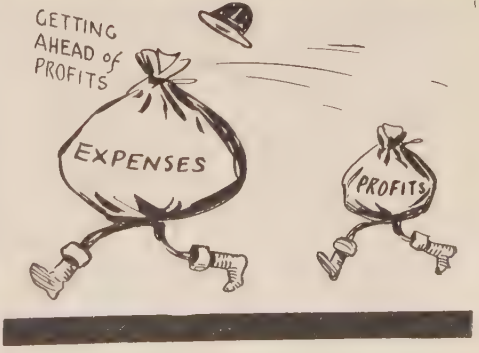
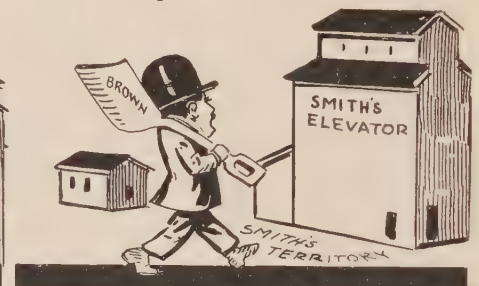
THE GRAIN DEALERS JOURNAL is O. K., and I enjoy reading it.—S. B. Stockwell, Gayville, S. D.

RUSSIA has prohibited the exports of all food or forage without special permit, or the sale to foreigners who deal in those articles at wholesale.

TOO MANY ELEVATORS



POACHING



Moving Pictures on What's the Matter With the Grain Business in Kansas.



### Kansas Farmers Meet at Wichita.

The annual meeting of the Farmers Co-Operative Grain Dealers Ass'n of Kansas was held at Wichita, March 2-3. The day sessions were held in the Scottish Rite Temple while the evening session of Mar. 2 was held at the Eaton Hotel.

The forenoon session Mar. 2 was called to order by Pres. J. A. Lyons, Langdon.

Rev. Dr. Brody offered the invocation. City Com's'r Leach welcomed the visitors.

D. Sommers, Abilene: We appreciate the courteous remarks of Mr. Leach. We are here for business and hope that every visitor will be faithful in his attendance at the meeting. To co-operate means to build and not to antagonize and to tear down. We are here to work for the good of the association and its cause.

A. D. Einsel, Greensburg: We need more members and I hope all co-operative elvtrs. will soon join the ass'n.

D. Sturgeon, Kennedy: There are about 250 farmers elvtrs. in the state of Kansas and only a few are represented here. This is not right. We need the support of every co-operative elvtr. so that more money may be received to enable us to do more aggressive work.

Secy. G. W. Lawrence read the minutes of the last meeting which were approved as read.

He commended the Wichita Board of Trade for its loyal support in the freight rate fight in Kansas. He said further: I feel that we should commend the railroads for their help in furnishing cars to move our large wheat crop.

We are trying to get the railroads to co-operate our cars or to allow us compensation for cooping them but so far our efforts have not met with success.

I wish all managers would be prompt in answering letters that they receive from the Ass'n.

A great fight is being made by our National Council to prevent the impending freight rate increase. Illinois, Iowa and Nebraska have raised large sums of money to support our National Council in its fight. We have raised about \$400 and should send in more money. We are facing a freight rate increase of about one cent per bushel.

We have lately been subjected to a 7/10 of one per cent freight rate increase. No one had any notice but the increase is in effect just the same.

A general discussion ensued which showed that the Ass'n paid Sec. Lawrence \$241.00 for his last year's work. A number of speakers suggested that more compensation be given the Secretary.

R. A. Northrop, Offerle: The manager is the medium thru which the directors and stockholders may be informed as to the work of the Ass'n. If the stockholders understand what is to be done with money for which the Ass'n asks they will be glad to contribute.

A resolution was adopted favoring the anti-discrimination bill now before the legislature.

A resolution against Compulsory State Inspection of grain was adopted.

### TUESDAY AFTERNOON SESSION.

D. S. Warwick, V. Pres. Wichita Board of Trade: Human nature is everywhere alike. We are all in business for personal aggrandizement. Every grain dealer must have a fair margin of profit and every co-operative elevator must take a profit sufficient to make a showing on the right side of the ledger.

The success of a farmers' elevator depends almost entirely on the manager. This is an age of specialization. The directors should not continually dictate to their manager. They have not specialized in the grain business and so do not know what should be done in any case in question.

If the directors make a mistake in choosing a manager they should hire a new manager. It takes many years of experience to learn the grain business. There is no position harder than the position of managing a farmers' elevator. He gets kicked by his competitors and by his stockholders. Any man who can manage a farmers' elevator without having kicks from stockholders can hold any job in this state from Governor down.

Any manager addicted to the use of intoxicating liquor will not long retain his position.

You should not wage warfare against your competitor. You have an abundance of trouble in your own organization without seeking it on the outside.

J. B. Brown, Larned, read a paper in which he declared that the middle man was a parasite.

### TUESDAY EVENING SESSION.

The managers' ass'n held its evening meeting at the Eaton Hotel and was called to order by Pres. J. W. Brown, Dillwyn.

Sec. Perry S. White read his report which was adopted as read. He said that 38 managers were now members of the ass'n.

G. W. Smith, Ensign: In "Finding a Market" we depend on about 190 local mills, and on the terminal markets. We sell on track or consign our grain. In doing this we take into consideration the grading our grain is to be given. The grades we have received have all been satisfactory.

The mills of our state use about 43 million bus. of wheat annually and a large surplus of wheat has been sold for export.

It is always well to watch the car supply and avoid selling too much grain for future shipment.

I have no authority to handle my business as I like to and as I think to be proper as I believe it to be good business to hedge my purchases and sales on the Board of Trade.

You should only hedge purchases when you have the grain in the elevators or have a written contract from a reliable farmer. You must also have the backbone to make him fill the contract.

I am however not in favor of contracting for grain for future delivery from farmers. I think it is better always to wait until the farmer hauls the wheat to your elevator before you buy it.

A. H. Martin, Burdett: My telephone bill for the last year was something over \$500.00. The telephone is the cheapest and quickest way to find a market. I never sell my grain on the first bid. If buyer learns that you are easy you will take less for your wheat; you must be as shrewd as the buyer.

We should never let our elevators get full of unsold grain. I am not in favor of hedging grain on the Board of Trade as it tempts managers to become speculators. I do not sell to the highest bidder unless he is also the most reliable.

Perry White: When I was at Frizell we failed to receive cars. We filed written orders for cars and expressed our

willingness to deposit ¼ of the freight charge, this being in accordance with the demands of the reciprocal demurrage law. We accumulated claims for over \$1,100.00 under the reciprocal demurrage law and have won in every court but the case has now been appealed by the railroads to the Supreme Court. We hope to beat them.

A. H. Martin: Every manager should be on friendly terms with the car distributor of the division of the railroad on which the elevator is located. Be sure to use written Orders for Cars.

Chas. Augustus, Stafford: We are located on the Santa Fe and get cars whenever the Santa Fe has them.

We also have the Mo. P. R. R. but do not like their cars. When a real shortage arises we do not get any more cars than you do at stations where there are no competitive railroads.

Ralph Northrop, Offerle: The relationship between the manager and his board of directors should be pleasant but on a firm business foundation. We have in charge the destiny of the interests of many stockholders and it behooves us to be always on the job. We must be considerate and firm when we are right. If we are wrong we must be willing to admit it.

R. E. Lawrence, Gorham: Many managers have trouble in buying grain by grade.

Ira Rankin, Kinsley: We buy grain by grade and make discounts. We do business on a business basis.

C. N. Bunds, Hanston: We cannot buy grain by grades, if we want our share of the business.

J. A. Falen, Zenith: We have lost grain by grading grain. We do not always buy by grade.

D. Sommers, Abilene: Our stockholders have come to us and have told us that wheat tested 59 pounds when it tested only 57 pounds. I always tell the farmers to take the grain to the man who made the high test and get his money. I usually get the grain. Human nature is the same everywhere and many farmers tell tales to get high prices.

G. A. Howell, Marietta: If a competitor does a foolish thing, does it mean that we shall do the same thing?

R. E. Lawrence: When a competitor offers more for grain than it is worth, let him have the grain as the farmer gets the money. I am in favor of buying by grade.

W. F. Peacock, Blue Rapids: We must buy grain to make a profit. We pay the same price for the same grade of grain to all customers provided no market changes have occurred.

R. A. Northrop: We positively know that if wheat tests 58 pounds we are docked a cent. We ought to buy wheat by the rules which govern its sale.

A. H. Martin: In a fight we take the good grain and put the price up high and let the other fellow have the poor stuff.

The following officers were elected: Pres. J. W. Brown, Dillwyn; V. Pres. Sheldon Frey, Sylvan Grove; Sec. Treas. R. E. Lawrence, Gorham.

### WEDNESDAY MORNING SESSION.

The meeting of managers was called to order by D. Sommers, Abilene, who introduced Perry White, Larned.

He said, The manager has rights which should not be intruded upon. There is no use smiling all the time; if somebody imposes on you speak up and maintain your position.



Every manager should be absolutely honest and thereby retain the confidence and support of every stockholder.

A manager should be capable and willing to do anything around and in an elevator but his Board of Directors should not require him to do so. He is worth more in his office. Machinery is cheap as compared with the loss of time and labor. I think the equipment of the elevator should be of the time and labor saving kind.

Every manager should have his office swept and dusted every morning, so as to make his customers feel that the office is a progressive business establishment.

M. H. Rice, Delphos: It occurs to me that we do not need much more legislation unless it be that a law could be passed to punish a stockholder who on regular occasions abuses the manager.

In 1901 there was practically no co-operative law. In 1913 a new co-operative law was passed and the only other law that might be useful would be one that would protect us from lawyers who construe the co-operative law unfavorably to our interests.

The following officers were elected: Pres. G. D. Estes, Stafford; V. Pres. D. Sommers, Abilene; Sec. G. W. Lawrence, Larned. Directors: A. D. Einsel, Greensburg; M. H. Webber, Haggard; M. H. Rice, Delphos; D. W. Sturgeon, Kinsley.

## WEDNESDAY AFTERNOON SESSION.

J. R. Humphrey told of the work done by the Dept. of Agriculture in getting co-operative elevators to put in the book-keeping system as suggested by that dept. He said that about 100 elevators had installed the system.

H. M. Cottrell, Agricultural Commissioner C. R. I. & P.: Kaffir corn is a more profitable crop than field corn. In the great Southwest there are 6 million acres of Kaffir corn. About 75% of the crop is consumed on the farm. Every large buyer objects to the poor quality of kaffir corn now being shipped. Too much of it is cracked and dirty and that is the fault of the thrasher and the grain buyer.

Dirty kaffir and that which was matured under 140 days heats but clean and well matured kaffir has been kept as long as fifteen mos. without heating. Best results will be obtained by storing kaffir in the locality in which it is grown.

Kaffir is fine for food purposes when used in muffins and cakes. It has been used on our dining cars for the last three years.

F. C. Maegly, A. G. F. A. Santa Fe, read a paper on "Weights" from which we take the following:

### Weights of Grain Shipped.

Weights, and grades, and remittances, are the three principal problems of the grain shipping business.

Somehow, I have been thinking that there should be a closer understanding between shipper, carrier and receiver of grain, concerning these three problems.

The carrier is really a partner of both shipper and receiver of grain. Carelessness, error, or cheating on the part of either, affects all. Why should we not work very closely together, having in mind always the integrity of contract?

Many shippers and receivers of grain provide themselves with suitable grain weighing scales, and safe elevator equipment between scales and cars at the points of loading and unloading. Where such shippers and receivers weigh the entire contents of each car with care and accuracy, and are careful to apply the cooperation properly, the grain shortage evil is conspicuous by its absence.

The carriers usually weigh grain en-route upon their first convenient track scale. The net weights so determined, by use of gross, marked tare and proper allowance for the grain doors used, is sufficiently accurate for the purpose of as-

sessing carriers' freight charges—barring here and there an error—but not sufficiently correct for buying and selling grain. An occasional error sometimes occurs in the best regulated families. The constant effort of the carrier, like that of the shipper and receiver, should be to provide all checks against error or cheat that are reasonable and effective. Each should co-operate to that end.

The buyer and seller of grain almost invariably agree upon the terms of sale, both as to grades and weights—that is to say, either the shipper's weights and grades, or the receiver's, or some other agreed, or established, weights and grades, govern the transaction. Even in the case of cross-town movement of bulk grain, where the opportunity of loss from car is practically eliminated, the buyer and seller agree, either that the loading, or the unloading, weights shall govern.

It has often occurred to me that if the shipper and the receiver would be more inclined to make a confidant of the carrier, checks to prove the efficiency of both the loading and the settlement terms weights could then be made more positive. For example: The carrier's agent given a carefully ascertained shipper's loading weight, and the information that the shipment has been sold on the basis of receiver's unloading weight, efficiency tests could be developed which would soon develop the prevailing accuracy, or otherwise, of such weights, and particularly of the controlling weight. Such tests would be made with extraordinary care.

Various grain shipping organizations are now recommending that shippers provide themselves with scales of recognized standard, and with elevator loading and unloading equipment that is safe against possible loss or confusion of weights between scales and cars; so that a shipper's certificate of loading weight may be furnished with the shipping instructions for each car shipped; such certificate to show the scale, the dates and drafts weighed, total weight, signature of weigher, and positive declaration identifying such actual weights with the car and shipment.

Each shipper should maintain permanent and complete record of all of his weights of first entry, and should enter upon such record for each car the outturn reported to him by his customers. The shortage or the overrun, as the case may be, should be extended for each car.

The receiver of grain should also maintain complete and permanent record of all of the unloading weights for each car; and to carry out the program of co-operation, the receiver also should furnish carrier's delivering agent promptly with written certificate, or declaration of his unloading weights, said certificate to set forth the scale, the dates and drafts weighed, total weight, signature of weigher, and positive statement identifying such actual weights with the particular car and shipment.

Under such a plan, the carrier would be in the strongest possible position to co-operate to the full limit with shipper and receiver, in the effort to bring about the elimination of error and the establishment of the proper standard of accuracy.

Some shippers of grain deem it proper to overstate, or over-invoice, their actual weights to either carrier or customer, or both, where the grain is sold on the basis of certain customer's unloading weights. My own judgment is that such shippers make a grave mistake by not showing their entire good faith by making a confidant of carrier's forwarding agent, at the time and place of shipment.

I can readily understand why a shipper would hesitate to disclose the correct information where he thinks his customer would report any shortage of weight, and confiscate any corresponding overruns, in the outturn weight—overruns resulting from error and the normal and unavoidable variations incident to weighing and handling bulk grain; but in my opinion, it is feasible to overcome this opportunity, by intelligent co-operation between shipper, carrier and receiver.

The grain carrying roads are giving serious thought to the problem, and I am sure that the problem will be solved with the co-operation of grain shipping and receiving organizations like this, and other grain shipping Assns. For more than two years past, experiments have been tried by means of an extra slip carried with waybills for bulk grain, the same showing:

1st—The name of shipper, station, elevator, scale, car number and initials, car inspected by, and shipper's certified loading weight.

2nd—The intransit record of railroad track scaling; the leakage and loss of grain from car, if any.

3d—The consignee, destination, scale and declared unloading weights.

It is contemplated hereafter to have the delivering agent extend the difference between shipper's and receiver's declared weights and to require the prompt investigation of excessive discrepancies; but to intelligently investigate excessive discrepancies, the carriers must have prompt report of the shipper's loading and unloading weights.

To this end, the shippers and receivers must provide suitable scales and elevator loading and unloading equipment that is safe against loss or mixup of weights, between cars and scales, at both ends of the transit.

The carrier's record referred to, is yet in the experimental stage. It is returned by the destination agent to the proper officer, on whose district the shipment was loaded; so that after the lapse of a short time the carrier has before it the history of the accuracy, or otherwise, of the weights declared by each and every shipper of grain.

To make that record more effective, and to provide proper stimulus to each individual shipper and receiver for greater effort, would it not be desirable to have a medium to which the data made up from such cumulative record could be submitted, if necessary, for an expression of approval, or for recommendations as to means necessary to improve results that are not creditable? The comparisons referred to are rendered more valuable by various efficient and impartial grain weighing departments at several of the important grain centers like Chicago, Kansas City, St. Louis. At the markets named, the existing Board of Trade organizations have established efficient grain weighing departments. An impartial competent tally weighman is present and actually witnesses and records every weight certified by such weighing departments. At busy elevators, in addition to the tallyman stationed at the hopper scale, another tallyman is located down stairs to check the condition of each car, and to supervise its complete unloading and the sweeping of the entire contents into the elevator unloading pit, and delivery to the hopper scale, before the signal to weigh is transmitted from the downstairs floor to the weighman who is located in the top of the elevator. These tallymen are fortified by suitable Board of Trade regulations.

Wherever grain shippers are sure that they are getting such service, they can very well afford the weighing fees assessed by these impartial weighing departments, but they should make sure that the service is what it purports to be; and under the proposed plan of co-operation, the carriers will assist them in that respect.

A Standing Com'te was appointed to confer with the railroads on weights.

It was decided to hold the next annual meeting at Salina.

A. C. Bailey, Kinsley: Quality should be the aim of every producer. Producers must strive for economy in production. Real prosperity in agricultural lines means prosperity in all business channels.

The meeting adjourned.

About 200 people attended the banquet tendered by the Wichita Board of Trade at the Kansas Club rooms.

After the banquet a program of speeches and singing was enjoyed.

L. H. Powell, Wichita, was toastmaster. We quote from some of the speakers:

W. F. McCullough: The middle man has been called a parasite. A parasite accomplishes no useful purpose. A commission man does render a useful service. Could a farmer put a loaf of bread in our homes without any of the following agencies, i. e., local elevators, railroads, public warehouses, millers, wholesale grocers, bakers, and grocers?

A. C. Bailey: We are not organized to eliminate all middle men. It is our province to put the grain we produce on board cars. It is a moral obligation on the part of every man to help uplift humanity.

D. Sommers: We have maligned the middlemen and railroads. Both of these agencies are useful and necessary. I am after the fellow who brings a load of wheat which on the surface looks fine but which is a poor low grade wheat on the bottom.



Farmers should be honest with their own concern. If a farmer wants his rights, he must do right. We should all obey the 1915 year old rule, "Do to others as you would that they should do to you."

L. H. Powell: When all of us live up to the teaching of the Golden Rule we can call each other, "brother."

#### CONVENTION NOTES.

A. H. Bennett was the only representative from Topeka.

The only Oklahoman man present was C. T. James of Gage.

Hutchinson was represented by C. G. Smith and Geo. Noll.

Elevator builders present were Warren Myers, White Star Co., and W. H. Wenzholz, Burrell Engineering & Constr. Co.

Insurance men present were J. A. Braunagel, Millers' Mutual Fire Insurance Ass'n of Illinois and F. S. Rexford, Grain Dealers Fire Ins. Co.

The only town sending two managers was Garfield. W. S. Prather and his better half were both there. Mrs. Prather was the only lady visitor.

Supply men present were A. G. Click and L. B. Graham, Richardson Scale Co. and J. C. Power; W. E. Koest and F. B. Hornung, San-O-Zone Chemical Co.

Visitors to the Board of Trade heard the lusty crowing of a rooster at 9 a. m. in McCullough Grain Co.'s office. They discovered that it was G. C. McWathy's alarm clock.

Kansas City sent J. P. Glandon Aylsworth, Neal Tomlin Grain Co.; D. L. Croysdale, Croysdale Grain Co.; J. F. Marion, Ernst Davis Grain Co.; C. E. French; Tod Sloan, Goffe & Carkener; Allen Logan, J. A. Vickers and Cort Addison; Chas. Avery, Lonsdale Grain Co.; T. F. Knight; H. G. Miller, Thresher Fuller Grain Co.; E. A. Twidale and S. J. Owens, Twidale-Wright Grain Co.; A. L. Ayres, E. E. Roehen Grain Co., and S. H. Stahoski, Watkins Grain Co.; Kent Barber and Fred Godfrey.

The reporter for a Wichita daily called upon Sec'y Sherman for a convention news item. The secretary told him that many banquet tickets remained unplaced and he might help to dispose of them. The cub made it appear in his "scoop" that free eats would be passed around, and before Mr. Sherman was out of bed next morning 40 unkempt, bewhiskered, and hungry hoboes were pounding at his door, offering to occupy vacant seats at the banquet. When Sec'y Sherman meets his erstwhile reporter friend the police will have to interfere.

**SOUVENIRS:** McCullough Grain Co. provided matches for the smokers. F. S. Rexford gave a lead pencil to all who could write. Logan Bros. Grain Co. gave a German silver pencil and a supply of lead to everyone who would ship them a car and everybody gladly took a pencil. San-O-Zone Chemical Co. attracted attention to their efficient "Rat Swat" by giving everyone a magic top; Dave Croysdale gave out songbirds singing the same old song. Williamson Grain Co. gave its friends handy key pouches. Wednesday morning everybody was smiling contentedly. They were all wearing carnations as compliments of Roth Grain Co. Tod Sloan was handing out apt service cards of Goffe & Carkener.

The following managers were present: F. L. Albertson, Sylvia; Chas. Augustus, Stafford; O. E. Bailey, Bloom; F. H. Blesmeyer, Mitchell; John Bogner, Mt. Hope; J. W. Brown, Dillwyn, and C. N. Bunds, Hanston.

J. C. Case, Zenda; T. C. Cook, Lost Springs; G. R. Cooper, St. John; O. L. Crouch, Metcalf (mail Caldwell); A. E. Dickhout, Turon, and H. C. Durant, Radium.

H. L. Eshbaugh, Gray; G. D. Estes, Stafford; J. A. Falen, Zenith; A. M. Falk, Lost Springs; L. R. French, Pawnee Rock, and Sheidon Frey, Sylvan Grove.

O. C. Glenn, Rozel; Frank Grasil, Andale; E. C. Haines, Assaria; A. Hall, Morris; C. E. Harden, Sitka; G. A. Howell, Marietta, and H. E. Hutton, Macksville.

H. Keast, Frizell; J. S. Knoblaugh, Goddard; D. E. Krebbl, Pretty Prairie; L. J. Kuhn, Bellefont; Jos. Kvasnicka, Ellsworth, and Vinc Kvasnicka, Wilson.

C. S. Laird, Belpre; G. W. Lawrence, Larned; R. E. Lawrence, Gorham; C. W. Lewis, Hardtner; J. C. Lilly, Burns; W. H. Long, Wilmore, and R. Lowe, Cheney.

H. Marshall, Coldwater; A. H. Martin, Burdette; A. H. Miller, Ray; H. J. Moberly, Smith Center; K. R. Mohn, Ellinwood, and A. J. Moore, Doster.

W. T. Nelson, Corbin; R. A. Northrop, Offerle; T. B. Oliver, Isabel; W. F. Peacock, Blue Rapids; E. B. Plush, Penasola; W. S. Prather, Garfield, and G. W. Pratt, Shook.

W. H. Rall, Peck; E. R. Ramsey, Minnola; Ira Rankin, Kinsley; M. H. Rice, Delphos; R. R. Roth, Oberlin; H. V. Rounds, Cherryvale, and E. Row, Larned.

G. A. Schilling, Seward; N. D. Seiwert, Colwich; G. W. Smith, Ensign; D. Sommers, Abilene; C. E. Spangler, Walton; Frank Stanton, Delphos; A. W. Steen, Protection, and R. M. Todd, Halstead.

W. W. Walker, Cunningham; P. White, Larned; H. E. Witham, Cawker City; D. E. Woodell, Fowler, and A. E. Woolridge, Brown Spur.

#### H. B. Simmons, Pres. at Detroit.

With the election of Harry B. Simmons as president of the Board of Trade, Detroit, Mich., the members of that organization are looking forward to their city regaining its former strong foothold among the leading grain markets of the United States. Mr. Simmons has been associated with F. J. Simmons & Co., for 15 years, and at present is junior member of the firm.

The year 1914 was the best, in volume of business, enjoyed by the Detroit grain trade in a great many years. Only the older members of the Board can recall when conditions were better. The younger men in the trade, to whom much credit is given for the showing of 1914, are expected now to supply the ginger to keep Detroit prominently on the grain map of the central western states. Mr. Simmons is counted among this number, and promises to do more than his share of the work.

His former experience, gathered as first vice-pres. of the institution, will assist him to render efficient presidential duties and advance the city in the ranks of grain markets.



H. B. Simmons, Detroit, Mich.,  
Pres. Board of Trade.

#### Cummins Amendment to Interstate Act Passed.

The United States senate on Mar. 4 passed the House amendment to the Cummins bill, S. 4522, substituting for a paragraph in the Interstate Commerce Act of June 29, 1906, an entirely new section imposing on carriers their full liability for loss and damage and depriving them of the right to insert in Bs/L and tariffs any clauses limiting their liability.

The bill has passed both houses, and as finally adopted reads as follows:

That any common carrier, railroad, or transportation company subject to the provisions of this act, receiving property for transportation from a point in one state or territory or the District of Columbia to a point in another state, territory, District of Columbia, or from any point in the United States to a point in an adjacent foreign country shall issue a receipt or B/L therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property caused by it or by any common carrier, railroad, or transportation company to which such property may be delivered or over whose line or lines such property may pass, within the United States or within an adjacent foreign country when transported on a thru B/L, and no contract, receipt, rule, regulation, or other limitation of any character whatsoever shall exempt such common carrier, railroad, or transportation company from the liability hereby imposed; and any such common carrier, railroad or transportation company so receiving property for transportation from a point in one state, territory, or the District of Columbia to a point in another state or territory, or from a point in a state or territory to a point in the District of Columbia, or from any point in the United States to a point in an adjacent foreign country, or for transportation wholly within a territory, shall be liable to the lawful holder of said receipt or B/L or to any party entitled to recover thereon, whether such receipt or B/L has been issued or not, for the full actual loss, damage, or injury to such property caused by it or by any such common carrier, railroad, or transportation company to which such property may be delivered or over whose line or lines such property may pass, within the United States or within an adjacent foreign country when transported on a thru B/L, notwithstanding any limitation of liability or limitation of the amount of recovery or representation or agreement as to value in any such receipt or B/L, or in any contract, rule, regulation, or in any tariff filed with the Interstate Commerce Com'n; any such limitation, without respect to the manner or form in which it is sought to be made, is hereby declared to be unlawful and void: Provided, however, That if the goods are hidden from view by wrapping, boxing, or other means, and the carrier is not notified as to the character of the goods, the carrier may require the shipper to specifically state in writing the value of the goods, and the carrier shall not be liable beyond the amount so specifically stated, in which case the Interstate Commerce Com'n may establish and maintain rates for transportation, dependent upon the value of the property shipped as specifically stated in writing by the shipper. Such rates shall be published as are other rate schedules: Provided further, That nothing in this section shall deprive any holder of such receipt or B/L of any remedy or right of action which he has under the existing law: Provided further, That it shall be unlawful for any such common carrier to provide by rule, contract, regulation, or otherwise a shorter period for giving notice of claims than 90 days, and for the filing of claims for a shorter period than 4 months, and for the institution of suits than 2 years: Provided, however, That if the loss, damage or injury complained of was due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, then no notice of claim or filing of claim shall be required as a condition precedent to recovery.

Sec. 2. That this act shall take effect and be in force from 90 days after its passage.

As long as we are in the grain business we want the Grain Dealers Journal; when our time expires make draft on us. This order is perpetual.—Charles T. Pierce, pres. Pierce Grain & Hay Co., Van Wert, O.



## Grain Handling in the Argentine.

BY V. E. HEALY.

"The agriculturist, if we are to call him one, is let loose on a five hundred acre patch of the prairie. In so many cases that one is entitled to generalize, he sets out on borrowed land with borrowed implements, to scratch the soil for three, four or five years, and sow wheat on it.

"If he is asked whether he sows winter or spring wheat, he does not know. If he is asked how many tons of straw he harvests, he neither knows nor cares. If he is asked what calcium carbonate and nitrate are, he thinks they are sheep dips, but is not quite sure. If he is questioned about rotation, he waves his hand to the Russian thistle that gathers like a snow-drift against every obstacle.

"His house is, at best, an enlarged sardine tin. He has neither barn, byre, nor pig-stye. He has no enclosures for cattle, sheep, or poultry. He has no garden; he has not a single tree to shelter him from the sun. With land suited for every form of live stock and field farming he is enslaved to the deadly monotony of wheat growing."

Thus Herbert Gibson, himself an Argentine grain grower, pictures his fellow tillers of the soil. And this, too, in a land where not only criticism, but even faint praise of things as they are is regarded as both heresy and treason.

The land of the vast Argentine prairie or pampa is considered equal to the best of our Iowa farms. The average American, seeing 500 acres in the care of one Italian immigrant, who plows on an average of two inches, cultivates once and carelessly, and then despondently curses what he calls drouth in bad years, and raises an average of eight bushels in good years, thanks God that we are not as they are.

But even more than at their shortcomings in raising grain, an American wonders at their lack of facilities for storing and handling grain after harvest. Grain is sacked and piled in great stacks over which tarpaulins are thrown or stored in cribs of a homemade variety built of bamboo and wire, circular in form and without any roof or covering.

Stone and gravel are practically nonexistent, consequently their undrained dirt roads are useless for a considerable period after every rain-storm. And there it is literally true that it never rains but it pours. In the early months of 1914 it rained, throughout the best agricultural section, part at least of every consecutive day for forty-five days. The maize, or corn crop, as a result, could not be removed from the fields until it had almost rotted. In August, which corresponds as a season to our February, the crop had



Hauling Grain to the Railroad in Argentine Republic.

not been moved, and the practical result was a crop failure, in spite of the fact that a large yield had been harvested.

Muddy roads, together with a scarcity of draft horses and adequate harness, make traction by horse power a sight to remember. The average grain wagon weighs about five tons, has wheels about twelve feet high in the rear, and horses, from six to ten in number, with traces attached to their collars, are joined to every part of the conveyance where either sailor or landsman could find the place to lash them.

The transportation of the sheller, which serves an immense area, requires a veritable convoy of horses, and its arrival can best be likened to the entrance of a circus parade into a small town. Night and day the gang works until the grain is shelled and bagged. Thereafter, as soon as the weather and the state of the roads permit, and the union is tractable, teamsters arrive and haul the sacks to the railway cars.

At the export terminals, Bahia, Blanca, Rosario, and Buenos Aires are large terminal elevators, expensive affairs of the belt type, according to English and German ideas. Here the grain is received from the cars, unloaded by hand, as it has been loaded into and unloaded from the wagon, and loaded into the cars, and the laborers, each one with a sack on his back, pass in single file before an inspector, who is armed with an evil looking sharp pointed stiletto about 20 inches long, with a deep groove so that it will hold about one pint of grain.

The inspector plunges this weapon deep into each sack, as though the life of the man beneath was his objective, throws a handful of grain into his idle hand, makes a lightning-like calculation as to the humidity of the grain. So rapid are his movements that if the result is unsatisfactory he can still reach out and hit the

carrier a resounding crack on the top of the head. This is a signal that the grain must be further dried before it can be accepted. Drying is done by spreading the grain on a large piece of canvas and tossing it into the air until the rays of the sun have had the desired effect.

It is estimated that the cost of handling grain in the Argentine is a little over \$1.00 per ton. Most of it is grown by the colonist on rented land, turned over by him to the rural storekeeper, generally to liquidate indebtedness incurred over a considerable period, and by the latter disposed of to the commission agent in the trading center. The commission agent deals with the exporter; the exporter with his foreign connections. The return of the colonist on one-tenth of a ton of corn averages about \$1.05, while the price at the point of export is about \$2.10. And the conclusion to be reached is that under present conditions and at the present day the man who lives by the land in these United States has comparatively small cause for envy.

GRAIN RUSTS and their control are discussed by E. Riehm in Deut. Landw. Presse, 41, 1914. The article covers the parasites of wheat, barley, oats and rye.

THE WHEAT CROP of the Great Plains region of the United States, its marketing and handling, is described by A. M. Ten Eyck, of Lincoln, Neb., in a 194-page volume prepared especially for the growers in the dry sections.

THE RESOLUTION to ask Congress to prohibit exportation of wheat and flour was defeated in the Minnesota legislature by the vote of 98 to 8. It is significant that the majority in the Minnesota house is farmers and their vote reflects the sentiment of all growers of that state.

THE STEAMER Strathfillan sailed on Mar. 2 for Rotterdam with a cargo for the relief of Belgian war victims. This is the second vessel to sail on this mission from Portland, and its cargo consisted of 240,000 bus. of grain, a small amount of food-stuffs and clothing.

THE QUAKER OATS Co.'s report for the year ended Dec. 31, 1914, shows a net profit, added to surplus, of \$809,669, compared with \$761,534, for 1913. The gross surplus for the year was \$2,367,251, which after payment of all dividends, brot the company's total surplus up to \$3,772,751.

GEORGE O. WARREN of Sycamore, Ill., has a freak ear of corn, shorter than the average, but considerably larger in circumference. The ear has 30 rows of well developed kernels instead of the customary 22 and is 16 inches around the butt. The kernels will be used as seed in an effort to perpetuate its peculiar qualities.



Drying Grain by Shoveling in the Argentine Republic.



### Elevator of Studded Construction.

The elevator which is being erected at Chelsea, Okla., for the Chelsea Hay & Grain Co., is conveniently arranged, has a full concrete basement, is of studded construction and has electricity as the motive power.

The 2x6 studs are set 12 ins. center to center on the main floor and around the bins, and tied by a sufficiency of  $\frac{3}{8}$ -inch rods. The house has four bins, one in each corner, 28 ft. deep, hopped toward the center of the house and an inner bin, the capacity being 7,500 bus. Each bin is 6 ft. square. The house is 26x26 ft., including the driveway, which is 10 ft. wide. The dust room annex is 10x10 ft., and the workroom is 10x16 ft., containing feed grinder and meal bolter.

From the overhead dump the grain falls into sink and upon a chain drag feeding a No. 0 Philip Smith Sheller in the basement. The shelled corn as well as the small grain is elevated by one leg having 11x6 inch cups to cupola where the corn goes to a No. 2 Sidney Rolling Screen Cleaner. Grain may go direct from elevator head to the 150-bu. Richardson Automatic Scale or to turnspout controlled from work floor feeding into bins. A safety manlift makes the cupola accessible. From top of foundation wall to top of cupola is 48 ft.

The electric motor drives the main floor countershaft by belt, and sheller and grinder are belt driven from this shaft; but the drive to cupola is by three strands of  $\frac{3}{4}$ -inch manila rope. From the cupola countershaft the cleaner is driven by belt and the head shaft by chain.

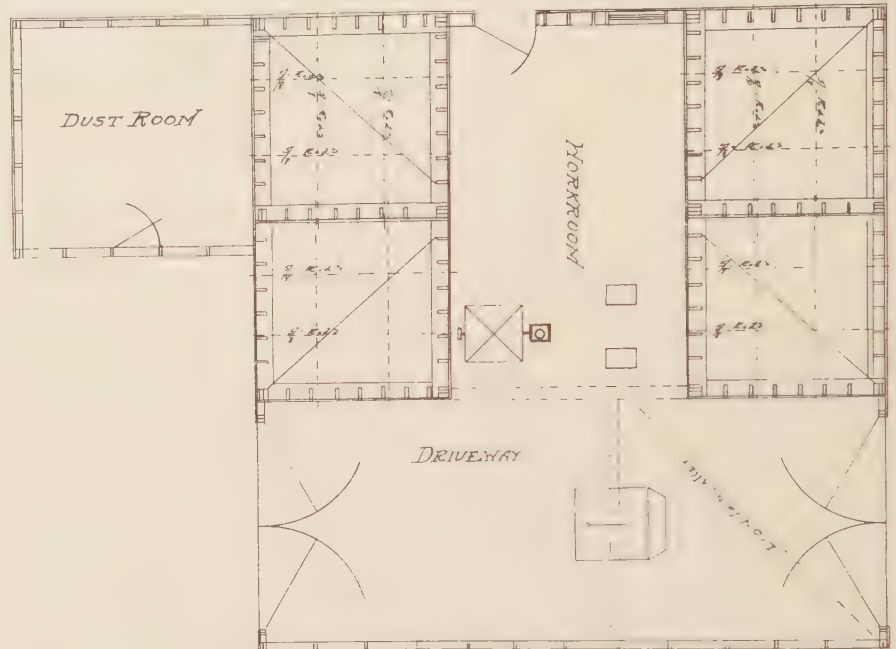
End section, cross section and floor plans are given herewith. This house was designed and is being erected by the White Star Co.

ARGENTINE exports of wheat for the week ending Feb. 27 were 4,900,000 bus., compared with 2,736,000 for the corresponding week of 1914. Corn exports were 1,275,000 bus., compared with 374,000 bus., last year.

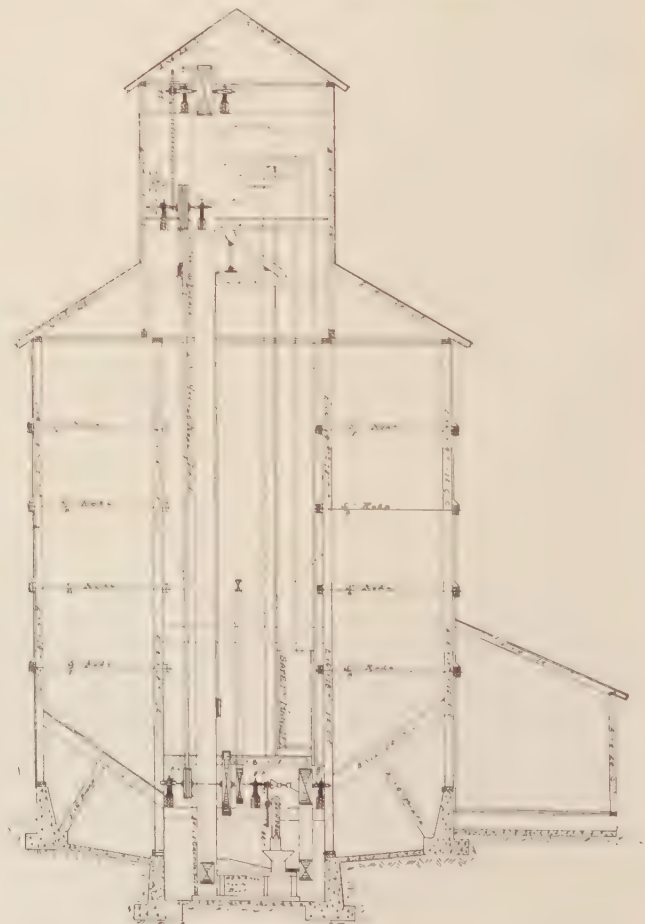
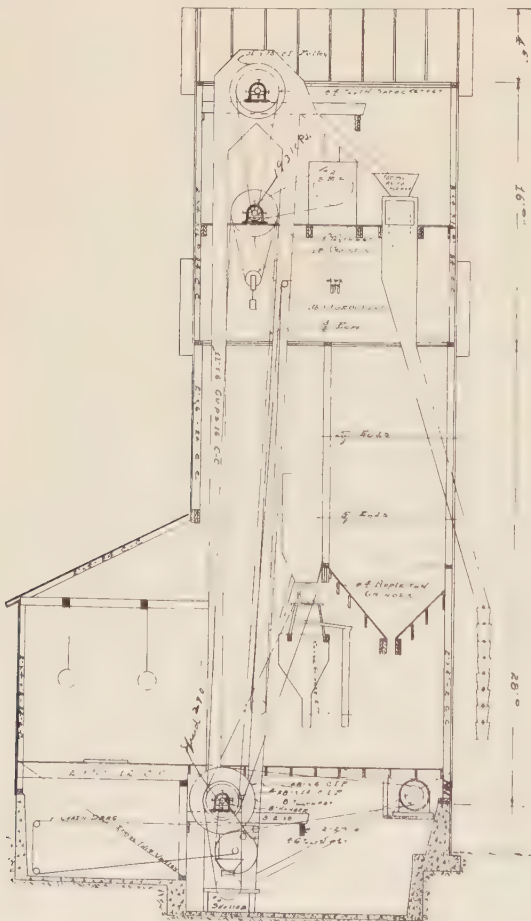
DAMM & ORR, Chicago, are proposing the construction of a factory at Evansville, Wis., the purpose of which will be to sort seed and other grain, grinding any screenings into poultry and cattle feed. The cost of the factory will be \$5,000.

SOUTHERN IMPLEMENT trade centers report big increases in the demand for seeders and drills due to the farmers' plans for sowing large areas of oats this spring. A corresponding reduction in the cotton area is expected.

EXPORTERS OF NEW YORK and New Orleans have sent numerous telegrams to Sec'y of the Treasury McAdoo regarding the prevailing high freight rates and congestions at various ports. The telegrams heartily endorse the ship purchasing bill.



Floor Plan of Studded Elevator.



End Section and Cross Section Plans of New 7,500-bu. Elevator at Chelsea, Okla.



## War Affecting the Grain Trade.

THE GOVERNMENT of Peru will import United State wheat in an endeavor to reduce the price of bread.

TO ENCOURAGE importation of wheat, the Spanish government has reduced the duty to 6 pesetas, or \$1.75 per 480 lbs.

CONSUMPTION OF FLOUR in Germany has been ordered reduced by the government to 225 grammes per person daily, the equivalent of about ½ lb.

THE INDIAN GOVERNMENT's second grain proclamation has been issued, and prevents the private exports of wheat and flour for 9 months after March 1.

A SHIPMENT of 15,000 tons of rice, oats and beans from Seville, Spain, consigned to Germany, has been sequestered at Oneglia, a seaport on the gulf of Genoa.

THE AUSTRIAN GOVERNMENT, after taking over all stocks of rye, barley, maize, wheat and flour, has now undertaken the task of distributing bread to the various districts.

CHILE has put wheat and flour on the free list; notwithstanding recent reports to the effect that the country had an exportable surplus of several million bus. of wheat.

WHEAT PRICES in Italy have declined 31c per bu., the product now selling at \$2.31. This is due to the government's decision to sell 250,000 bu. to consumers at cost price.

INDIAN GOVERNMENT has arranged to regulate shipments of the new crop and exports will be governed entirely by price. Should prices go above \$1.30 per bu. exports will be forbidden.

ITALY's recent purchases of wheat total 40,500,000 bus., of which all but a small percentage will come from the United States. About ⅓ of the quantity has already been delivered.

GERMANY IS FINDING the enforcement of its recent grain confiscation order one of the biggest tasks ever undertaken, and is imposing a fine of \$2,500 with imprisonment of a year or less, for violations.

THE DOMINION LINER Englishman has arrived at Portland, Me., where a cargo of grain, horses and other supplies for the belligerents will be loaded. The vessel will sail for Avonmouth, England about Mar. 15.

SINKING of the American steamers Evelyn and Carib, with the enforcement of the Belgian war zone decree, has caused the government to suspend writing insurance on vessels and cargoes clearing for the ports of belligerent countries. This announcement is issued from Washington closely after the report of the Sec'y of the Treasury, commending the action of the government in taking upon itself insurance risks refused by private companies.

GREAT BRITAIN will not agree to the proposal of the United States government asking permission to transport foodstuffs to Germany for the civil population, distribution to be supervised by American consuls. England believes that the distinction between food for the population and armed forces disappears when the distinction between the armed forces and the civilians itself disappears, and in Germany there is not now any such clear division.

THE SWEDISH GOVERNMENT has introduced a bill in the Riksdag for regulating the distribution and grinding of corn and has arranged with the Russian government for a waiver of the recent order prohibiting exports to Sweden. Efforts are also being made to renew shipments by water to Finland.

THE GERMAN GOVERNMENT confiscated all home stocks of oats on Feb. 16 and has increased the maximum price 50 marks per ton. Seed oats and a quantity for feeding horses are not included in the seizure. Sugar and molasses stocks have also been ordered seized, and will be distributed to farmers for mixing with moss and straw in the manufacture of cattle feed.

THE IRISH CHANNEL has been closed to navigation by the English government and commerce on the North Channel, between England and Scotland, has also been restricted. Only a narrow passage is left open to sea borne traffic off the Irish coast, and this may not be used during the night. The effect of this will be to divert traffic around the south of Ireland where facilities are greater for maneuvering to avoid a submarine attack.

PRECIPITATION in certain districts of Australia during 1914 was 50% less than normal.

I WISH NEVER to be without the Grain Dealers Journal.—Paul Beckmann, former manager, Haxtum Farmers Grain & Trading Co., Haxtum, Colo.

THE COMPOSITION and quality of Minnesota spring and winter wheat are reported by C. H. Bailey in Minn. Sta. Bull. 143, 1914. In the investigations studies were made of the hard winter and spring wheat crops of 1912 and 1913.

## A 60,000-bu. Argentine Elevator.

So much grain is wasted in the Argentine Republic because proper facilities have not been provided for storing and caring for it that the growers have long looked with envious eyes upon the splendid markets open to American farmers in each town every business day of the year. Many agents of different Argentine interests have been sent here to investigate our methods and facilities and last year three elevators were built in the Argentine after the style of modern elevators in the United States by the 3 Americas Company of Chicago and no doubt many more will be built in the near future.

The plant illustrated was erected near Rosario for Jose Botto. It consists of elevator, corn crib, power house, cob-and-dust house, and office. It is fully equipped in all respects with the most modern facilities for handling grain and ear corn at a minimum of expense for power and labor.

The elevator is of cribbed construction and has a storage capacity of 60,000 bus. It is divided into fourteen bins, is iron-clad, and has a basement with ten foot ceiling. The equipment consists of 2 stands of legs, 1,500 bu. U. S. sheller; 2,000 bu. U. S. cleaner, rope drive, 1,500 bu. Richardson Automatic Scale, manlift, platform dumps, 10 ton wagon scale, 40 H.P. gas engine, and friction clutches throughout. The lean-to driveway houses two dumps of 1,000 bu. capacity each.

The corn crib has an actual capacity of 40,000 bus. It is of studded construction and is divided into four bins, each lined with galvanized wire. The plant is electric lighted throughout.



Jose Botto's Elevator near Rosario, Argentina.



### Reasons for Granting Increased Rates to Railroads.

ONE OF the big wails for increased rates at present is based upon the supposition that railroad credit is worse now than at any previous time. The fact is apparently overlooked that the credit of everyone else has suffered similarly, not only in this country but all over the world. Last year the roads were able, however, to spend more for improvements and maintenance of way than ever before. Either they were able to obtain this tremendous credit or they were in the envious position where ready cash was available.

EXPOSURES by state railway com's'ns of syndicate operations have sounded like fairy tales to the proletariat. The Union Pacific syndicate deliberately sold securities of that road to themselves, and then resold the same securities back to the railroad at a profit. The same group "earned" other millions by the sale of stock in any of their roads to another road. The manipulations of the Alton syndicate were almost as astounding. In 1904 Messrs. Harriman, Gould, Stillman, and Schiff sold to the Union Pacific 103,431 shares of Alton stock at \$86.50 per share, but as the stock cost them nothing their "profit" was close to \$9,000,000. Disclosures in the Frisco, Rock Island, and other notorious investigations have shown that these big "earnings" were not local to any one group of railroads.

THE ILLINOIS Central had sufficient cash to keep up an extensive repair dept of which it claimed to know nothing, or from which it derived no benefits whatever. Freight, passenger and Pullman cars in need of repair were sent to this hospital and the repairs made with Illinois Central material, in the Illinois Central yards, by men on the regular pay roll of the Illinois Central. And when the repairs were complete and the car again in the service the Illinois Central Railroad was sent a bill covering the work from start to finish, and this bill, the amount of which was generous, was promptly paid. It got so nefarious finally that the road was paying out big sums of money for the repair of cars which were not yet built.

THE RAILROADS have always contended that their help is receiving too much money, yet they are willing at this time to consider the demands of W. J. Lauck, expert statistician for the engineers and firemen. Mr. Lauck has gone over the railroad records of earnings just as carefully as any statistician on the railroad side of the question, and asserts that even tho the roads do not get permission to increase rates, they are financially able to grant increased wages to the men.

DIVIDENDS are never reduced, and railroad stocks are always either at, or far above par. It is possible that this stock is held at its high level by a great body of philanthropists, but if true it would seem they were due to show signs of discouragement. However, it is also possible that these stocks, composed largely of sparkling aqua pura, are being tapped to a finish, and made to irrigate the vast dry sections of "officials' pock-ets

THE N. Y., N. H., & H. Ry. has still enough money to violate the Sherman anti-trust law, according to charges returned at New York last month against 21 directors, former directors and counsel. This is a pretty expensive proposition and if discontinued would probably

save much money to pay legitimate expenses.

TO ELIMINATE competition and influence public opinion the L. & N. Ry. had sufficient idle money to spend millions of dollars, as discovered by the Interstate Commerce Com'n Feb. 25. The L. & N., according to the report, has acquired the controlling interest in more than 100 railroad companies. If these hundred companies embody the same percentage of water which is generally noted, the money was not only squandered in the first cost of the lines, but annually for maintenance.

TRAVEL by the "yearly pass route," highly popular during the prosperous times of eight or ten years ago, has been entirely done away with, meaning of course an additional revenue to the railroads of many millions of dollars annually. No one would be mean enough to suspect the roads of still issuing this scrip broadcast, knowing their dire need (?) for more funds.

THE ROCK ISLAND had enough surplus cash in its till when it wanted L. F. Loree as Chairman of its executive com'ite, to present that gentleman with half a million dollars as "a guarantee." In addition to a tremendous annual salary. Even tho he was politely thrown out of office he received, in settlement of the guarantee, \$450,000 of Rock Island bonds.

THE MIDNIGHT FILING of tariffs is a practice which has apparently been discontinued, removing a big obstacle from the financial path of the railways. The railroad "official" no longer tips the eager grain man off to the fact that a ridiculously low grain tariff will be filed at midnight of a certain day, only to be recalled as soon as that grain man can get under way millions of bushels. When the rest of the grain trade awoke the old and higher rate was again in effect; and the railroad had donated generously of its golden fleece to favored shippers.

Is it to finance games of this character the railroads are demanding more money?

The dividends returned on some of the more important railroad stocks do not indicate a need of additional revenue. On Feb. 20 dividend yields to stockholders were as follows: Chesapeake & Ohio, 9.79%; Southern, 8.33%; Southern Pacific, 7.19%; Lehigh Valley, 7.65%; Baltimore & Ohio, 7.46%; Santa Fe, 6.41%; Great Northern, 6.15%; New York Central, 6.04%; Norfolk & Western, 6.00%; Union Pacific, 6.77%. Not only are big returns paid on railroad stocks, but the stocks themselves are as a rule far above par. D. L. & W. is listed at 410; Lehigh Valley, 130; Canadian Pacific, 159; C. & N. W., 121; C. M. & St. P., 124; U. P., 118; L. & N., 111; G. N., 111; Penn., 105; I. C., 105; N. & W., 101; and Nor Pac., 101.

THE DIFFERENCE between Montana and eastern corn is brot out by M. L. Wilson in Mont. Sta. Circ. 41, 1914. The group characteristics of the flints and dents are reported.

REP. GLASS of Virginia has been elected president of the Rural Credits Com'n. He will appoint two sub-com'ites to report to the 64th Congress on land mortgage credits and rural credits.

THE GOOD ROADS movement is receiving considerable attention at Bangor, Me., the latest experiment being the working of convicts on repairs. The men put on this kind of work are the short term convicts, largely tramps or inebriates.

### Western Railroads Present Demands.

Forty-one railroads operating in western territory, intoxicated by the success of their eastern colleagues in obtaining a 5% increase in certain freight rates, have demanded of the Interstate Commerce Com'n a 10% increase in the rates of freight and 20% on passenger rates.

At the hearing, held at the La Salle Hotel, Chicago, on Mar. 4, the old complaints of government regulation, high taxes, increased cost of labor, high price of materials, and the cost of money were again given by two railroad presidents as reasons for the failure of the carriers to show 7% or more of earnings on two-thirds of their investment. Incidentally, this two-thirds is just the amount of "investment" which those familiar with railroad affairs say represents water. Thus, if this watered stock can be made to bear even less than 7% it would appear that the western railroads were in fairly good condition.

The total increase sought would mean additional revenue of \$10,000,000 annually, 1 1/4% of the total freight income. The presidents called upon to testify were C. E. Shaff of the M. K. & T., and S. M. Felton of the C. G. W. Besides the old and well-known excuses for new tariffs, Mr. Felton added that the public was constantly demanding new and better railroad terminals. Mr. Shaff volunteered the information that ten years ago money could be obtained on a 3 1/2 to 5% basis while today 7% or more is asked. In the meantime the rate of transportation has not showed corresponding increases, but rather decreased, he said.

Clifford Thorne, Chairman, Iowa State Railroad Com'n, who is championing the cause for the railway com's'ns of 18 states, said:

"Advances obtained in the past year by the railroads thru original suspension and supplementary orders from the Interstate Commerce Com'n mean a total of 10% or more in the freight revenues of the roads affected. The increases now asked are only a fractional part of the total these roads want."

Opposing Mr. Thorne was C. C. Wright, general solicitor for the C. & N. W., who made the opening statement for the roads, and a score of other very high-priced attorneys. Com'ner W. M. Daniels represented the Interstate Commerce Com'n with Dr. M. O. Lorenz, expert statistician.

WHEAT averaged \$3.75 per bushel in England in 1812.

THE GRAIN DEALERS JOURNAL is one of the best on the market.—Crumpton & Crumpton, Superior, Wis.

THE HESSIAN FLY is called the most destructive enemy of wheat in an article entitled "The Hessian Fly in Missouri," by L. Haseman, in Mo. Sta. Circ. 70, 1914.

THE LOSS of unthreshed grain in the stack is shown in Jour. Bd. Agr. London, 21, to be 14.7 bu. per acre in some sections of England, the loss being due chiefly to field mice.

HARVESTING OF WHEAT has commenced in the united provinces of India. Rains are reported thruout the country, except in the Punjab, where the crop is late and rain would be of benefit.

THE EXPORTS of breadstuffs from the United States for the 7 months ended Jan. 31, totaled \$294,615,000, compared with \$106,443,000 for the same period a year ago. Other exports, including meat and minerals, showed a falling off.



## Validity of Oral Contracts.

Fraud had become so prevalent in England in the seventeenth century under the common law permitting transfer of real estate and personal property by contracts alleged to be oral or "verbal" and supported only in court by perjured witnesses, that the House of Lords enacted what is known as the "Statute of Frauds," to make it more difficult to swear away property rights.

This statute sought to protect holders of property by requiring written, as distinct from oral, contracts of sale, so that to perpetrate a fraud it was necessary to add forgery to perjury. As most of the citizens were unable to read or write, the statute was made to apply only to contracts involving more than ten pounds sterling.

The principle of the English law has been followed by more than 37 of the United States, each varying the limit of value, time of performance or character of contract.

Oral contracts involving \$30 or more are void in Arkansas, Maine, Missouri and New Jersey; \$33 in New Hampshire; \$40 in Vermont; \$50 in Connecticut, Georgia, Massachusetts, Minnesota, Mississippi, Nebraska, Nevada, New York, Oregon, Wisconsin and Wyoming; and \$200 in California and Montana.

Common usage in the United States permits the designation of these oral contracts as verbal, tho, strictly, according to Webster, "Verbal applies to that which is communicated in words, whether spoken or written."

Oral contracts which are not to be performed within one year are void in Illinois, Ohio, Alabama, Delaware, Kentucky, Rhode Island, Tennessee, Texas, Virginia and West Virginia.

In most states payment of part of the purchase price will validate the oral contract.

The requirement that contracts be in writing is more beneficial to all parties than would appear at first thought. Usually more consideration is given to the exact form of expression in a writing, and the effort of writing leads to a more exact statement of what is intended. Also in case of dispute the courts will not permit the introduction of parol testimony or trade customs to modify a written contract that is complete in itself. Hence third persons can rely upon the written instrument.

In the grain trade the buyer from the farmer tries to avoid contracting and when contracting can usually get it into writing; but the great expansion of telephone service increases the opportunity to make oral contracts, and the country shipper in selling to a broker near by or at a terminal market finds it impossible to do business without using the telephone to initiate the transaction, which should invariably be followed by prompt written confirmation.

Especially is written confirmation necessary when markets fluctuate 30 cents in 30 days, making possible a loss of \$400 on a single carload sold for 30 days' shipment and unfilled.

It is only by the elimination of losses due to defaulting on contracts that the grain merchandising of today can be conducted on its present small margin of profit. The wise merchant who confines his dealing to those whom he knows to be honest and insists on written confirmation of contracts helps the trade to put out of business, and to keep out, the irresponsible and crooked dealers. How

necessary are written contracts is shown by the statutes of the leading grain producing states, which follow:

**Illinois** Revised Statutes, 1845, Chap. 44: "No action shall be brought whereby to charge the defendant upon an agreement that it is not to be performed within one year from the making thereof; unless the agreement upon which such action is brought or some memorandum or note thereof is in writing and signed by the party to be charged therewith."

**Indiana**. Burns Annotated Statutes 6633. (4910). No contract for the sale of any goods, for the price of fifty dollars or more, shall be valid, unless the purchaser shall receive part of such property, or shall give something in earnest to bind the bargain or in part payment, or unless some note or memorandum in writing of the bargain be made, and signed by the party to be charged thereby, or by some person thereunto by him lawfully authorized."

**Iowa** code 1897: "Sec. 425. Statute of frauds—contract in writing. Except when otherwise specially provided no evidence of the following enumerated contracts is competent, unless it be in writing, and signed by the party charged or by his authorized agent.

"1. Those in relation to the sale of personal property, when no part of the property is delivered and no part of the price paid."

**Kansas**. Gen. Statutes 1905: Ch. 43 F. & P. No provision for as in Ind., etc. "Sec. 3253. Change of Possession. Sec. 3. Every sale or conveyance of personal property unaccompanied by an actual and continued change of possession shall be deemed to be void as against purchasers without notice and existing or subsequent creditors, until it is shown that such sale was made in good faith and upon sufficient consideration. This section shall not interfere with the provisions of law relating to chattel mortgages."

**Michigan** Laws Compiled 1897: "(9516) Sec. 3. No contract for the sale of any goods, wares, or merchandise, for the price of fifty dollars or more, shall be valid, unless the purchaser shall accept and receive part of the goods sold, or shall give something in earnest to bind the bargain or in part payment, or unless some note or memorandum in writing of the bargain be made, and signed by the party to be charged thereby, or by some person thereunto by him lawfully authorized."

**Nebraska** Statutes, 1907—"3642. Sec. 9. Every contract for the sale of any goods, chattels, or things of action, for the price of \$50 or more, shall be void unless, first, a note or memorandum of such contract be made in writing and be subscribed by the party to be charged thereby; or, second, unless the buyer shall accept and receive part of such goods or the evidences, or some of them, of such things in action; or, third, unless the buyer shall, at the time, pay some part of the purchase money."

**North Dakota** Rev. Stat. 1899, page 909. "Sec. 3958. No sale of personal property or agreement to buy or sell it for a price of fifty dollars or more is valid unless:

1. The agreement or some note or memorandum thereof is in writing and subscribed by the party to be charged or by his agent; or,

2. The buyer accepts and receives part of the things sold or when it consists of a thing in action, part of the evidences thereof or some of them, or

3. The buyer at the time of sale pays a part of the price."

**Ohio** General Code, Chap. 4, Sec. 8621: "No action shall be brought whereby to charge the defendant upon an agreement that is not to be performed within one year from the making thereof; unless the agreement upon which such action is brought or some memorandum or note thereof, is in writing and signed by the party to be charged therewith."

**South Dakota** Rev. Stat. 1904, p. 557. "Sec. 1237. 4. An agreement for the sale of goods, chattels, or things in action, at a price not less than fifty dollars, unless the buyer accept or receive part of such goods and chattels, or the evidences of some part of them, of such things in action, or pay at the time some part of the purchase money."

**Florida, Louisiana, Maryland, North Carolina, Pennsylvania and South Carolina** have statutes of fraud.

I ENJOY the Grain Dealers Journal very much.—C. E. Stumbaugh, Abingdon, Ill.

## Popular Iowa Traveler.

Alfred H. Busch is not connected with Anheuser nor from St. Louis, but travels Iowa for Lowell Hoit & Co., of Chicago, having formerly traveled in the same state as auditor for the Armour Grain Co.

Mr. Busch, whose portrait appears, has been with Hoit & Co. since 1911, being



A. H. Busch, Marshalltown, Ia.

located at Fort Dodge during the winter of 1912-13, and since the fall of 1913 having made his headquarters at Marshalltown. He is acquainted with nearly every shipper in the north half of the state and has a host of friends.

THE GRAIN DEALERS JOURNAL is well gotten up and is full of information.—Buchanan Elvtr. Co., per J. A. B., Buchanan, N. D.

I THINK all features of the Grain Dealers Journal useful to elevator men, particularly the crop reports from different parts of the country.—Wm. Barron, agt., Thorpe Elvtr. Co, Alvord, Ia.

THE PORTUGUESE government has authorized the importation of 3,674,000 bus. of wheat before July 31. Import duties have been set at 32c per 100 lbs. Consul Gen'l W. L. Lowrie, Lisbon.

ALABAMA WHEAT is made the subject of an article in Sta. Bull. 179, 1914, by J. F. Dugger and E. F. Cauthen, who made numerous experiments with insect pests, weeds and diseases of wheat.

IN THIS SOFT WEATHER shippers should be very careful as to their shipments. Thoroughly clean all corn, and then reclean it to make sure it is clean.—C. T. Pierce, pres. Pierce Grain & Hay Co., Van Wert, O.

ARGUMENTS of the Imperial Elevator Co. and the Crookston Milling Co. vs. the G. N. Ry., will be heard by the Interstate Commerce Com'n April 8 at Washington. On April 10 arguments will be heard on the grain elevation allowances at Kansas City, Mo., and other points.—P.



## Grain Carriers

AN ORDER for 4,000 new freight cars has been placed by the C., B. & Q. Ry.

RAILROAD RATES on hay have been advanced between Illinois points from 9th to 8th class.

THREE CHARTERS were made at Duluth during the last week of February to load grain for Buffalo delivery during April at 1½c.

THE N. Y. C. Ry. has been directed to refund \$26 to the Upton Co., because of overcharges on barley from Lima, N. Y., to Mass.

THE CUNARD LINER Frankmount has cleared at Portland, Me., for London, with 148,085 bus. of grain. The vessel carries a crew of Chinese.

STEAMER ADVANCE towed 2 steel barges from St. Louis to Kansas City the first two days of March, formally opening the season of navigation on the Missouri River.

THE BRITISH SHIP Andromeda, which cleared recently at Tacoma, Wash., with 112,000 bus. of wheat for Falmouth, England, is reported wrecked off that port with the cargo a total loss.

RIVER TRAFFIC between Marshall and Pekin, Ill., is already opened and the Turner-Hudnut grain barges, stationed at Marshall all winter, have transported 27,000 bus. of grain down stream from Marshall and Chillicothe.

THE FARMERS GRAIN Co., Akron, Ia., is suing the C., M. & St. P. Ry. for \$2,500, alleging the railroad furnished cars that were not fit for grain transportation. The amount represents compensation for repairs made by the company's employees.

THE U. S. SUPREME COURT has ruled that a state can not enforce railroad freight rates which are unremunerative, holding that in the North Dakota coal case the rates were confiscatory and therefore unconstitutional.

INTERSTATE COMMERCE COM'S'N has suspended from Mar. 1 to Sep. 1 the proposal of the C. B. & Q. Ry. to increase the rates on corn, barley and grain products in carloads from Minneapolis and St. Paul to Winona, Minn.—P.

TOTAL NUMBER of foreign built vessels added to American registry since the act of Aug. 18, 1914, is 133 with gross tonnage of 475,524. Bureau of Navigation reports the suspension from American Registry of the steamer M. S. Dollar.

S. C. SCATTERGOOD, grain dealer of Philadelphia, has complained to the Interstate Commerce Com's'n against diversion charges on corn from Ohio to Canada, re-consigned to Deposit, N. Y., held at Hornell, N. Y., and then sent to Pennsylvania.—P.

THE PROPOSED INCREASE in rates by central and western railroads on glucose and corn sirup in carloads from Chicago and other central points to eastern seaboard and interior eastern points has been suspended by the Interstate Commerce Com's'n until June 29.

THE U. S. SUPREME COURT has upheld the powers of a state railroad com's'n to compel carriers to establish junctions and exchange freight at touching points. The Michigan com's'n decreed that the M. C. Ry. and Detroit Street Ry. Co. should connect at Oxford Junction and upon the railroad's declining the higher court rendered its decision.

THE CHICAGO Spring Butt Co., Chicago, has been fined \$500 and costs on the charge of misdescription of shipments. The company manufactures a plain iron butt, also a spring butt, and it is alleged that all shipments were billed as "iron butts," the spring variety taking a higher rate.

INTERSTATE COMMERCE COM'S'N has found the rules and charges applying on beans at Saginaw and Jackson, Mich., to be reasonable and in no way unlawful. The complaint was brot by the Saginaw Milling Co., and the Michigan Bean Jobbers' Ass'n against the Michigan Central Ry.

THE ONLY DRAWBACK to grain exports at Newport News, Va., is the lack of vessels. On Feb. 25 elevators were filled to capacity, with 1,800 cars waiting to unload. The discontinuance of the government war risks has greatly reduced the number of vessels offered, and the effect is felt at every Atlantic coast port.

NASHVILLE GRAIN MEN are informed that application has been made of the government for a motion to modify the mandate of the Interstate Commerce Com's'n in the recent Nashville-Atlanta case. The outcome of course is not known as details have not been received, but comfort is found in the fact that another hearing will be held.

THE NORFOLK & WESTERN Ry. Co. has obtained permission of the U. S. Supreme court to increase its present 2c passenger rate in West Virginia, convincing the court that it was unable to make a reasonable earning on the business. The state contended that the rate was remunerative when taken in connection with the statute governing freight rates.

WHEN C., B. & Q. cars are loaded in excess of 10% of their marked capacity and it is necessary that the lading be reduced or transferred, a charge of \$3 is made, effective Feb. 15, for placing the car for reduction of the overload or transfer of the shipment. If removal of the excess or transfer of the shipment is performed by the carrier the actual expense of such labor is added to the \$3 charge.

COMPLAINT has been filed with the Interstate Commerce Com's'n by the Board of Trade, Paducah, Ky., alleging that the C., B. & Q. Ry., and 125 other carriers permit grain to be rehandled or milled at Cairo, Ill., and moved on to destination at the thru rates, while if rehandled or milled at Paducah an additional cent per 100 lbs. is assessed. Readjustment of rates is asked.

INTERSTATE COMMERCE COM'S'N has been asked to investigate demurrage charges on grain at Gulf and Atlantic ports by a number of New Orleans receivers. An effort is being made by the railroads to cut down the free time allowance of grain for export at New Orleans to the Galveston level, where wharves and docks are allowed only 48 hours of free time before the \$1 per car per day charge is assessed.

FOLLOWING REFUNDS have been ordered by the Interstate Commerce Com's'n: A. T. and S. Fe., \$30 to Wm. Lucas Co., on oats from Iowa to Texas; Lake Shore, \$10, to Bartlett Frazier Co., oats, Chicago to New York; Maine Central, \$28 to E. W. Bailey & Co., Chicago, corn, Illinois to New Hampshire; Cleveland, C. & St. L., Ry., \$2 to Eastern Grain Co., corn, Indiana, to New York; C. B. & Q., \$69 to F. W. Crane, millet seed, Nebraska to Iowa; Southern Ry., \$25 to S. Zorn & Co., Louisville, Ky., corn and oats, Louisville to Burgin, Ky.—P.

GRAIN ELEVATION allowances at Kansas City, Mo., and other points, are defended in a brief by the Mo. Pac. Ry., asserting the right of the railroads to cancel elevation allowances of ¼c per bu. on grain at all points where competition does not compel their continuance.—P.

THE C., M. & St. P. Ry., the C. & N. W. Ry. and the Soo Line recently petitioned the Wisconsin Legislature for permission to charge 2½c per mile. The present maximum rate in the State is 2c. Action of the Interstate Commerce Commission, a short time ago, in regard to passenger rates, it is thought, will result in a withdrawal of the petition for an increase of rates in Wisconsin.—H. A. Plumb, Secy. Milwaukee Chamber of Commerce.

REPRESENTATIVES of the Winnipeg Grain Exchange are in Ottawa, Can., in conference with the minister of trade and commerce over the question of responsibility for shortage in lake cargoes of grain. The Lake Carriers' Ass'n also has representatives present to look after its interests. One of the proposals is that insurance against shortage be provided and the cost of such insurance placed on those responsible for delivery of the grain. The lake carriers have heretofore placed this responsibility upon the shipper.

THE BATTLE between lake carriers and shippers was continued at Cleveland, O., Feb. 27, J. S. Brown of Chicago acting as chairman of the meeting and Geo. A. Schroeder of Milwaukee, Sec'y. E. J. Grimes of the Cargill Grain Co., and E. S. Mack, attorney for the Chamber, were also present from Milwaukee. The plan of organizing a company to assume responsibility for shortages at a rate of insurance, was abandoned and a com'te of 3 attorneys was delegated to handle the entire proposition for the exchanges in the courts and Congress. It is the intention of the new com'te to test the validity of the new B/L in the courts, and to bring the matter to the attention of the Dept't of Justice. Congress will be asked in a bill to investigate the action of the Lake Carriers Ass'n, as the shippers believe either the Harter or Sherman anti-trust acts have been violated.

IN THE COMPLAINT of the Mixed Car Dealers Ass'n, the Husted Milling Co., the H-O Co., and the Buffalo Cereal Co., against the Lake Shore and D., L. & W. Rys., the Interstate Commerce Com's'n has found that the application of the thru rate on grain products or by-products from point of origin to ultimate destination on grain milled in transit is not unlawful if properly published, and does not result in unreasonable charges. The service performed in transporting the grain products or by-products from the transit house is a transportation service for which a rate should be named in a tariff and which should be shown on the outbilling; that it is unlawful to publish a transportation charge in the guise of a transit charge. Rules with respect to policing transit should be uniform, and defendants should see to it that they adopt and apply rules which do not result in discrimination between transit users, and at the same time do not permit of forbidden substitution. Under tariff authority therefor, and proper policing thereof, which will maintain the thru rates the defendants may permit grain to arrive at a transit house over the line of one carrier and the product to be forwarded by another carrier, but this is something that may not be required under the limitation in the 15th section of the act, respecting thru routes and joint rates. The transit charge of 1¼c per 100 lbs. on



local grain and ex-lake grain charged at f. o. b. rates from Buffalo, N. Y., is not unreasonable. Reparation was denied.

FETERITA FLOUR experiments are being conducted by a farmer of Nocona, Tex., with satisfactory results. This grain, heretofore believed only suitable for cattle or poultry feed, has produced bread strongly resembling graham loaves in appearance and taste. An increased acreage of the grain in the northern counties of the state is expected.

THE MOSS BILL, providing for standardization and inspection of grain under federal supervision, did not come up for consideration in the Senate before adjournment, and if put thru would have forced a special session of Congress. Failure to get the bill thru the Senate means that the work must be gone over from the beginning in the next session.

FEDERAL RESERVE BOARD has ruled that no farm loans shall be made except on improved farm land, on first mortgage, on land in the same district with the lending bank and not to exceed 50% of the actual value. The loans shall not be for more than 5 years and the total shall not aggregate more than 1/3 of the time deposits of the lending bank.

ABOUT 15,000,000 bus. oats have now been sold for export that are yet to be cleared. Assuming this to be approximately correct, the visible supply should soon show decreases of such liberal amounts as to have a decided bearing on future values. The demand for domestic purposes in the Eastern territory continues disappointing. The market advanced sharply Mar. 6 though it will doubtless continue to prove sensitive to the various "peace" rumors that become current from time to time.—L. W. Forbell & Co.

A WHEAT merchant's profit is dependent upon his sense of foresight, upon his ability to anticipate correctly the course of the market; sometimes his prescience fails him and he loses money over a transaction; sometimes he finds himself poorer at the end of the year than he was at the outset, if he cannot foresee correctly three times out of five he ought not to remain in the grain market; if he foresees correctly more often than three out of five times he certainly does not remain in the trade, but retires from the nerve destroying business with a modest fortune. In the writer's experience of forty years, he can recall two such fortunate cases; he can also recollect the names of scores who left the trade involuntarily because of their lack of a sufficient store of foresight.—Broomhall.

## Feedstuffs

I AM NO LONGER in the feed business here.—Arthur T. Palmer, Detroit, Mich.

THE KANSAS feeding stuffs law revision of 1913 is explained by W. M. Jardine in Kan. Sta. Circ. 38, 1914.

ST. PETERS, Mo., Mar. 4.—Owing to the poor corn crop the demand for feed is very brisk.—N. & F. Schneider.

ANALYSIS of feeding stuffs manufactured in New Hampshire are shown in Sta. Bull. 169, 1914, by B. E. Curry and T. O. Smith.

MARK N. MENNEL of the Harter Milling Co., Toledo, O., has been re-elected as pres. of the Millers National Federation for the ensuing year.

J. A. MURPHY of Buffalo, N. Y., well known in the feed business, is now operating the Grain Products Sales Co., of that city, handling distillers' grains.

B. A. BUDD has become financially interested in the Ames-Burns Co., wholesale feed dealers of Jamestown, N. Y., and will travel central New York for the company.

FEEDING STUFFS made from wheat, rye, buckwheat, cottonseed meal, and corn are analyzed by W. J. Jones and others in Indiana Sta. Bull. 177, 1914, the article also including the text of the state feeding stuffs law.

THE ATLANTIC EXPORT CO., New York, has registered the words "Atlantic Grains" in connection with the design of an ocean steamer, Ser. No. 81,460, as descriptive of dried brewers' and distillers' grains for cattle feed.

VALUE OF CORN OIL as a substitute for cottonseed oil is said by B. E. Pool and L. E. Sayre, in Trans. Kan. Acad. Sci. 26, to lie in its low cost. It closely resembles the more expensive product and has many similar qualities.

THE CHOCTAW SALES CO., Kansas City, Mo., has registered the words "Choctaw Quality" under the design of an Indian head, Ser. No. 83,601, as a trade-mark for its cottonseed meal and cake, claiming use of the term since Feb. 1, 1914.

LOCAL LOTS OF FEED are advanced from 5th to 4th class freight by Sup. 9 to official classification tariff 42, the new class and rate to become effective Mar. 20. The rate per 100 lbs. is increased 3 1/2c unless the tariff is suspended by the Interstate Commerce Com'n'sn.

THE HEARING of arguments in favor of a non-tax feeding stuffs bill for Missouri at Jefferson City, resulted in the Senate Com'te voting in favor of the Phelps bill. The passage of the bill by the Senate is assured, but its fate in the House is more in doubt.

HOUSE BILL 802 has been introduced in the Kansas legislature as a substitute for 537, and is an act to reduce the license for the sale and manufacture of commercial feeding stuffs from \$20 to \$2, and from \$10 to \$1 per annum. The new measure has passed the House.

THE TRIAL of E. E. Elliott, Muncie, Ind., charged with selling adulterated bran, resulted in a disagreement among the jurors. Mr. Elliott contended that as he purchased the bran in sealed packages as stock food, and resold it in the same packages, he was not aware of any adulteration.

AT THE LAST MEETING of the Mutual Millers & Feed Dealers Ass'n, held Feb. 26 at Buffalo, N. Y., nearly every member reported that the farmer no longer objects to paying cash for feed. He has been educated to the point where he can see the advantage of being free from the burdensome credit accounts formerly carried with the feed dealer.

ST. LOUIS MILLERS wired O. W. Underwood of the Ways and Means Com'te, Washington, on Feb. 25, approving of his action in consideration of the Volmer bill, seeking to repeal the mixed flour law. The mixed flour law is absolutely necessary to preserve the reputation of America's principal food product and the law has always worked satisfactorily to protect consumers.

THE SHIPMENT of 600 sacks of bran seized by the government as reported in the Journal Feb. 10 was made by us in the latter part of 1913. We have shipped no bran to Ohio for a year or more. To comply with the technicalities of the pure feed laws we retagged the car in question and then resold with no further trouble.—The Cereal Mills Co., successors to the H. E. McEachron Co., Wausau, Wis.

### Feedstuffs Movement in February.

Receipts and shipments of feed stuffs at the various markets during February, 1915, compared with February, 1914, were as follows:

|                      | Receipts.  |            | Shipments. |            |
|----------------------|------------|------------|------------|------------|
|                      | 1915.      | 1914.      | 1915.      | 1914.      |
| Chicago (lbs.)       | 40,004,000 | 54,747,000 | 76,059,000 | 49,756,000 |
| St. Louis (bags)     | 118,210    | 43,670     | 82,260     | 170,630    |
| Louisville (bus.)    | 34,900     | 103,800    | 20,870     | 32,390     |
| Milwaukee (tons)     | 17,400     | 14,460     | 20,940     | 14,741     |
| Kansas City (tons)   | 2,620      | 960        | 14,220     | 5,952      |
| San Francisco (tons) | 1,029      | 251        |            |            |

### Marketing Grain at Douglas, N. D.

The Occident Elevator at Douglas, N. D., has on its list a man who has found a method of marketing his entire barley crop the moment he considered the price right. Instead of dickering with operators in all of the nearby towns, trying to force each just a little higher than his nearest competitor, this grower loads his entire crop into a train of 12 farm wagons and complacently goes to market.

On Nov. 3, Geo. Burgerson, the man in question, figured the market had advanced sufficiently to give him a big profit. He fired up his big steam tractor, coupled it at the head of the long train of wagons, and engineered the queer procession into town. He returned home in the same way, minus the grain, and enriched by the proceeds of 1,154.34 bus.



Marketing Barley at Douglas, N. D.



# Grain Trade News

## ARKANSAS

Mountain Home, Ark.—I am handling about 2 cars of corn a month this year. Cotter is our nearest railroad station and there is no elvtr. there. I have a 3,000-bu. wheat elvtr. Money is close.—Dillen Underhill, prop. Mountain Home Roller Mills.

## CALIFORNIA

Huron, Cal.—Two 10,000-ton grain warehouses will be built at this point during the spring.

## CANADA

Winnipeg, Man.—Trevor Roberts, an inspector of the Grain Exchange, died recently.

Naples, Man.—The elvtr. of the Maple Leaf Mfg. Co., containing 5,000 bus. of wheat, burned recently.

Ralph, Sask.—The elvtr. of the International Elvtr. Co., Ltd., containing 14,000 bus. of grain, burned recently; loss, \$19,000.

Aberdeen, Sask.—The elvtr. of the British-American Co., containing 20,000 bus. of wheat and 1,000 bus. of seed oats, burned recently.

Calgary, Alta.—Work is rapidly progressing on the government elvtr. at this point. Janse Bros., Boomer, Hughes & Crain have the contract.

## COLORADO

Stratton, Colo.—The Farmers Equity Union will build an 18,000-bu. warehouse and feed mill equipped with Barnard & Leas machinery. G. H. Birchard has the contract.

Lamar, Colo.—The Lamar Mfg. & Elvtr. Co. has let contract to the Burrell Engineering & Constr. Co. for a 100,000-bu. re-inforced concrete elvtr., consisting of 6 circular tanks and a workhouse.

Denver, Colo.—The Pioneer Grain & Elvtr. Co. is not operating at present, having been turned over to trustees for the benefit of the creditors. The company had offices here and operated an elvtr. at Meridan, Ida.—Garwood & Garwood, attorneys.

Haxtum, Colo.—I have resigned as mgr. of the Farmers Grain & Trading Co. and J. Frank Olson has succeeded me. The company has had a very prosperous year, handling 310,010 bus. of grain at a gross profit of \$16,141.39. Deductions for expenses and 15% for depreciation on plant and machinery left a net profit of over 200% on the capital invested.—Paul Beckmann.

## IDAHO

Malad, Ida.—The Inland Grain Co. has installed a Hall Signaling Grain Distributor in its elvtr.

Lewiston, Ida.—Five men are now under arrest for the alleged systematic looting of grain cars on tracks in the yards of the Lewiston Mfg. Co.

Vollmer, Ida.—I have sold my warehouse at this station, where I operated as Ralph Bernard & Co., to H. L. Rawlston.—Ralph Bernard, Lewiston.

## ILLINOIS

Hull, Ill.—Bradshaw Bros. will probably build an elvtr.

Genoa, Ill.—Farmers will organize an elvtr. company here.

McNabb, Ill.—The Farmers Elvtr. Co. has repaired its elvtr.

Fairmount, Ill.—Farmers are interested in an elvtr. proposition.

Walton, Ill.—The Farmers Equity Union Grain Co. has been organized.

Franklin Grove, Ill.—The Farmers Elvtr. Co. will increase its capital stock.

Philadelphia, Ill.—The Farmers Elvtr. Co. has completed its new 31,000-bu. elvtr.

Ludlow, Ill.—The granary of the Farmers Elvtr. Co. will be sold at public auction.

Woodhull, Ill.—V. E. Setterdahl is now mgr. for the Woodhull Grain Elvtr. Co.

Tampico, Ill.—The Farmers Elvtr. Co. will install a feed grinder and an electric motor.

Kasbeer, Ill.—The Farmers Elvtr. Co. is contemplating the installation of automatic scales.

Sheldon, Ill.—The Farmers Elvtr. Co. has installed a corn sheller and made other repairs.

Granville, Ill.—I have sold my elvtr. to the recently incorporated Granville Elvtr. Co.—R. Fielder.

Danvers, Ill.—H. F. Gerling succeeded Jesse Simpson as mgr. of the Farmers Elvtr. Co., Mar. 1.

Sidney, Ill.—We will install a new gasoline engine, sheller and cleaner in the elvtr.—Sidney Grain Co.

Rochelle, Ill.—P. R. Diederich will build an elvtr. and will begin operations Apr. 1. J. C. Morrison has the contract.

Neponset, Ill.—The new 36,000-bu. elvtr. of the Farmers Grain Elvtr. Co. has been completed. W. H. Hays is mgr.

McClusky, Ill.—The report that a grain elvtr. was being built at this station is wrong. No elvtr. here yet.—X.

Scarboro, Ill.—Mgr. W. H. Herman of the Farmers Elvtr. Co. was recently married to Miss Margaret Kirby of Stewart.

Bloomington, Ill.—A. N. Steinhart, sec'y of the Farmers Grain Dealers Ass'n, has moved into new offices in the Durlay Bldg.

Lovington, Ill.—The Lovington Grain Co. has installed a Western Grain Cleaner. It has also repaired the driveways to the elvtr.

Tuscola, Ill.—J. A. Davis will overhaul the elvtr. recently purchased from C. L. McMaster, increasing its capacity to 50,000 bus.

Tonica, Ill.—J. J. Matern has traded his elvtr. here for 212 acres of land near St. Louis, Mo. He will give possession of the elvtr. Apr. 1.

Ludlow, Ill.—The Farmers Elvtr. Co. will build an addition to its office and make improvements in its elvtr. R. M. Hodam is mgr.

Mendota, Ill.—Ed. Easter will ass't Mgr. John E. Barth of the Farmers Elvtr. Co. H. F. Feik is sec'y and John Swisher treas. of the company.

Bloomington, Ill.—A stock company may be formed to take over the Hungarian Roller Mills plant, which is now in the hands of receivers.

Meridan, Ill.—W. C. Brokaw suffered a fire loss of \$75 when an overheated stove started a blaze in the office of the elvtr. which he operates.

Colfax, Ill.—E. S. Lyons, mgr. of the Colfax Grain Co., has announced his retirement from the county board of supervisors, of which he is chairman.

Petersburg, Ill.—The Charter Oak Grain Co. is now operating the elvtr. formerly operated under lease by F. C. Wilson. H. I. Houghton is mgr.—D. S. Fracklaton.

Romeo (Lockport p. o.), Ill.—Farmers have bot the elvtr. of W. W. Schumacher, taking possession Mar. 1. Wm. Shields, of Lockport, a former mgr. of the elvtr., is mgr.

Beecher, Ill.—The recently organized Farmers Grain Co. is negotiating for the purchase of the elvtr. of Heldt Bros., which is operated by Paul Kuhn & Co.

Ocoya (Pontiac p. o.), Ill.—A. F. Conrad, formerly mgr. of the Farmers Elvtr. Co. at Steward, has succeeded P. A. Grotevant as mgr. for the Farmers Elvtr. Co. here.

Cedar Point, Ill.—The Farmers Elvtr. Co., of Standard, is making an effort to cooperate with the farmers in this neighborhood to buy the elvtr. of Bonges & Hatten.

Steward, Ill.—Harold Smith, second man for the Farmers Elvtr. Co., has succeeded Mgr. A. F. Conrad, who is now mgr. of the Farmers Elvtr. Co. at Ocoya (Pontiac p. o.).

Peotone, Ill.—The Farmers Elvtr. Co. incorporated; capital stock, \$15,000; incorporators, Henry Monk, Henry R. Meyer, E. J. Crawford, Chas. Gast and E. E. Barton.

Martinton, Ill.—Harry Heiser, mgr. of the Farmers Martinton Elvtr. Co. was married Feb. 24 to Miss Marie Neffziger of Hopedale. The wedding took place in Bloomington.

Campus, Ill.—Frank L. Zeller has succeeded O. W. Finnegan as mgr. of the Campus Grain Co. Mr. Finnegan is retiring from active work after being with the company 8 years.

Alton, Ill.—The Stanard-Tilton Mfg. Co. will build another 100,000-bu. concrete elvtr. adjoining its new elvtr. in this city. The company will then have a total capacity of 750,000 bus. here.

Riola, Ill.—Paul Kuhn & Co., whose elvtr. burned Nov. 13, 1914, have plans for a new house, which will be better than the old one and equipped with the latest machinery.—M. L. Hill, mgr.

The board of directors of the Illinois Grain Dealers Ass'n will meet in the La Salle Hotel, Chicago, Mar. 18, to discuss matters pertinent to the ass'n and particularly the 22d annual convention.

Meredosia, Ill.—Owen Hamman, employed in the elvtr. of the Farmers Grain Co., was instantly killed Mar. 2, when the car puller which he was operating broke and threw him against a concrete wall.

Chester, Ill.—The H. C. Cole Mfg. Co. has let contract for an \$80,000 mill to replace the one burned Jan. 4. An engine room, warehouse and office will also be built. The company's elvtr. was saved at the time of the fire.

Morris, Ill.—Mgr. John Schumacher of the Farmers Square Deal Grain Co. has been suffering with a severe attack of inflammatory rheumatism for the last 2 months and is not able to be at the office at present.

Alworth (Winnebago p. o.), Ill.—F. J. Waterstreet, mgr. of the elvtrs. of the Winnebago Produce & Supply Co. at this station and at Winnebago for the last 5 years, has leased the company's elvtr. here and will take possession Apr. 1.

Bloomington, Ill.—The incorporation of our company is not yet completed. We do not expect to be ready for business before June 1. We will do a general brokerage business with offices here.—J. H. Hamilton, Smith-Hamilton Grain Co.

Merritt, Ill.—The Farmers Elvtr. Co. has let contract to the 3 Americas Co. for a 40,000-bu. elvtr. corn crib, concrete power house, office and cob-burner. The equipment will include 2 legs, one with 12x6 in. cups, the other with 14x7 in., U. S. Sheller, U. S. Cleaner, B. S. Constant Self Locking Dump, 1,500-bu. Richardson Automatic Scale, 5-ton wagon scale and Constant Manlift.

Decatur, Ill.—We will operate the elvtrs. recently purchased by us at Mt. Auburn and Osbornville (Blue Mound p. o.), under the name of Hight & Cline. Our main office will be in the Wait Bldg. in this city. We will make extensive repairs at both points. The elvtr. at Mt. Auburn has a capacity of 30,000 bus. of ear corn and 25,000 bus. of shelled corn. The other house has a capacity of 15,000 bus. ear corn and 12,000 shelled corn.—C. P. Cline.



Galesburg, Ill.—We have sold our elvtrs. at Surrey, Cameron and Ormonde to J. C. South, who operates as the J. C. South Grain Co. with headquarters at Cameron. We operate one elvtr. here.—Consumers Fuel & Feed Co., formerly Anderson Grain & Coal Co.

West Liberty, Ill.—About 8 years ago Wm. Maguire sold his elvtr. to W. R. Cunningham, who still buys and sells grain and hay at this station but does not use the elvtr. H. N. Pate operates the only mill and elvtr. here now. He recently bot the business from Chas. S. Reber.—X.

Richland (Pleasant Plains p. o.), Ill.—We have let contract to the Burrell Engineering & Constr. Co. for a 35,000-bu. elvtr. to be built on the site of the present house which will be wrecked. Equipment will include cleaner, sheller, 3 dumps and 2 legs. Work will start on the 22d.—Richland Farmers Elvtr. Co.

Nine barbers were arraigned in court at Chicago recently charged with working without a state license. The complaint was filed by the sec'y of the Barbers' State Board of Examiners. Another case of paid patriots increasing the high cost of living. How long will elvtr. men who weigh grain escape the political grafters?

Peoria, Ill.—The directors of the Board of Trade have appointed the following com'tes to assist the national officers in arrangements for the annual convention of the Grain Dealers National Ass'n to be held here Oct. 11 to 13: general and executive com'te with power to appoint other com'tes, A. G. Tyng, C. C. Miles and T. A. Grier; finance com'te, Peter Casey, Adolph Woolner, Louis Mueller and T. J. Pursley.

## CHICAGO NOTES.

Ware & Leland have opened a branch office in New York City with Sefton Tranter in charge.

H. T. Bickel, traveling representative for Hitch & Carder, is slowly recovering from the effects of an operation at Clinton, Ia.

Geo. Clearman, formerly representative for Lamson Bros. & Co. in New York City, is now one of the company's traders on the floor.

CHICAGO CALLERS: J. C. Jordan, Jordan & Scholl, Indianapolis, Ind.; Frank L. Zeller and O. W. Finnegan, Campus Grain Co., Campus, Ill.

Z. P. Brosseau, of Brosseau & Co., one of the oldest members of the Board of Trade, is slowly convalescing from a severe attack of pneumonia.

The estate of Herbert E. Rycroft, pres. of the Bartlett, Frazier Co., who died Nov. 21, has been admitted to probate. It is inventoried at \$1,235,000. Mrs. Rycroft is the chief beneficiary.

The Board of Trade finance com'te is prompt to hand over to country shippers the benefits of the reduction of the rate of interest charged by banks, having announced a reduction to 5 per cent during March on advances against Bs/L.

Improved trade conditions on the Board, which ran the price of membership above the \$3,000 mark, are also reflected in the Board of Trade clearings, which for February were \$11,657,110; against only \$1,890,300 during February a year ago.

Silas S. Whitehouse, for over 35 years a member of the Board of Trade, died at Sea Breeze, Fla., Feb. 27, at the age of 71. Death was due to a stroke of paralysis. For many years he was connected with Schwarze, Dupee & Co., retiring 10 years ago. He held his membership until 1911.

Chas. A. Mair, formerly one of the most active and successful members of the Board of Trade, died Mar. 2, of heart disease. He had been ill for a month, but his death was unexpected. Mr. Mair came to this city when he was 19 years old and engaged in the grain com's'n business. He retired from active business 15 years ago, but held his membership until 1904. He was 71 years old at the time of his death.

M. Clemens, Walter E. Smith and Fred J. Scott have applied for membership in the Board of Trade. John D. Zeller, F. G. Jackson, A. R. Union, Jr., N. H. Morison, J. T. Murphy, Edw. J. Best, Edw. A. Bowles, F. A. Fritze, Jr., Wm. E. Neiler and Harry H. Lobdell have been admitted to membership. The memberships of W. J. Underwood, N. D. Gibbons, Art. E. Martin and the estates of Wm. G. Maul and F. F. Cole have been posted for transfer. Memberships are quoted at \$3,000 net to buyer.

Effective April 1, the Chicago, Rock Island & Pacific Railway has cancelled its rule whereby on reinspected grain free time for disposition will run from the time of the last inspection instead of the first inspection. It is possible that some of the other western carriers will take similar action. We have requested the Interstate Commerce Commission as well as the State Public Utilities Commission of Illinois to suspend the new rule of the C. R. I. & P. Ry.—J. S. Brown, manager Transportation Department, Board of Trade.

E. B. Strong, a member of the Board of Trade for many years, died at his home in Pasadena, Cal., Feb. 28, at the age of 82. Death was caused by heart disease and old age. Mr. Strong was well known to the older members of the exchange as a member of the old firm of Foss, Strong & Co. In the early days of the Board of Trade Mr. Strong was one of its most active and prominent members, and he was regarded at one time as one of the largest dealers in grain in the West. He sold his membership and retired from active business in 1899.

Capt. I. P. Rumsey, pres. of Rumsey & Co., is favoring the members of the Board of Trade with a copy of the address of Emery A. Storrs delivered at the dedication of the new Board of Trade Bldg., Apr. 29, 1885. Capt. Rumsey has been a member of the exchange since 1859, and is the only living member who was in the commission business before the war. He was instrumental in organizing Taylor's Chicago Battery, better known as the Board of Trade Battery, and served with distinction thruout the war, being promoted to a captaincy. He was elected director of the Board of Trade in 1870 and served thru the trying times following the great Chicago fire which destroyed the old exchange building. Thirty years later, in 1900, he was again elected director and in his 56 years connection with the board has been an active and progressive member. Tho well along in years, Capt. Rumsey is still active, "with a son to follow."

## INDIANA

Mollies (Montpelier p. o.), Ind.—J. W. Adams has leased a site and will build an elvtr.

Portland, Ind.—The Haynes Mfg. Co. contemplates building additional storage bins.

La Fayette, Ind.—The Imperial Corn Products Co. has succeeded the La Fayette Hominy Mill Co.

Hazleton, Ind.—I will operate the Hazleton Mlg. Co. and the elvtr. I recently bot, as the Hazleton Flour Mills.—H. M. Arthur.

Whiteland, Ind.—John C. Young, who formerly owned an elvtr. here, is spending the winter in the south and is now at St. Augustine, Fla.

Evansville, Ind.—The business of the C. W. Brizius Sons Co. has been taken over by the C. W. Brizius Co.—S. G. Rickwood, pres. C. W. Brizius Sons Co.

Poneto, Ind.—I am going to stay with the Farmers Elvtr. Co. as mgr. of the elvtr. recently bot of H. C. Arnold & Son for whom I was mgr.—W. R. Smith.

Winnemac, Ind.—Star Bros. have let contract to the Burrell Engineering & Constr. Co. for a 30,000-bu. elvtr. to replace the house burned Jan. 17.

Garfield (R. D. Darlington), Ind.—The elvtr. of Bernard Price burned at 6 a. m., Mar. 4. Loss, total; partially covered by insurance.—A. H. Richner, Crawfordsville.

Evansville, Ind.—We will not operate the elvtr. that we will build but will lease it to the National Hay & Grain Co.—National Realty Co.—The house will be 140x40 ft. and will be of brick.

Evansville, Ind.—The engagement of Miss Hazel A. Weyerbacher to Otto Knauss, son of J. L. Knauss, pres. and treas. of the Phoenix Flour Mill Co., has been announced and the wedding set for an early date.

Burkett, Ind.—Graff Bros. have let contract to the Burrell Engineering & Constr. Co. for a 15,000-bu. elvtr. and a 5,000-bu. ear corn crib, to be equipped with a 20-h.p. oil engine and a Richardson Automatic Scale.

Earl Park, Ind.—Flinn & Gaunt have let contract to the Burrell Engineering & Constr. Co. for the remodeling of their elvtr. and additional storage. When the improvements are completed the house will have a total capacity of 40,000 bus.

Kingsbury, Ind.—We have succeeded Travis & Co., but there is no change except in the name of the company. We will operate here and at Magee (Wellsboro p. o.). Members of the firm are P. D. White, L. A. White and Frank Travis.—White Bros. & Co.

Ligonier, Ind.—We are organizing a co-operative company to handle grain, coal, lumber, etc. Our officers are Henry Hire, pres.; W. O. Slabaugh, vice-pres.; O. V. Borger, sec'y, and W. A. Cochran, treas.—O. V. Borger, sec'y Farmers Elvtr. Co.—Capital stock, \$25,000.

Monroeville, Ind.—We have bot and rebuilt the elvtr. of Clem & Shaffer, installing new machinery thruout and covering it with iron siding. We have built a new cupola and cemented the basement. All bins are now hopper bottom and the house has a capacity of 20,000 bus. The work is nearly completed and the house is already in operation. We also operate an elvtr. at Hamler, O., Clarence Billhimer being mgr. We have sold our elvtrs. at Dawn and Savona, O. I am mgr. here.—L. A. De Bolt, De Bolt & Niswonger.

Indianapolis, Ind.—That the limiting of freight trains to 1/2 mile in length would seriously interfere with the marketing of grain is the gist of a protest presented by Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n and the Indiana Millers Ass'n, signed by 600 firms, to the legislature in a hearing on the 50 car length bill. In speaking of the protest Mr. Riley says: "Shippers more than any other class of railroad patrons benefit by the practices resulting in increased efficiency of equipment and prompt movement of tonnage. The grain dealers and millers of the state, with whom I am connected, and from whom I received instructions to enter a protest against this bill, are strongly opposed to it. It is the belief of the interest I represent that the railroads should be permitted, if not actually required, to haul in each train the largest possible number of cars, thus better utilizing their equipment in the service of the public. The greatest embarrassment to shippers in the past has been due to failure of the carriers to supply adequate equipment with which to move the tonnage, but now that the size of locomotives and cars has been increased and grades and curves removed, 100 or more loaded cars can be hauled with greater ease, safety and celerity than formerly prevailed in handling 50 cars."

## IOWA

Audubon, Ia.—The Johnson Grain Co. will build an elvtr.

Arnold, Ia.—R. Peterson is now mgr. for Chris Johnson.

Marcus, Ia.—The Farmers Elvtr. Co. will install an automatic scale.

Spencer, Ia.—The Farmers Elvtr. Co. intends to increase its capital stock.

Brandon, Ia.—Will Van Skike has resigned as mgr. for the Farmers Elvtr. Co.

Blencoe, Ia.—Cal Wilson is second man here.—A. T. Arnold, mgr. Farmers Elvtr. Co.



Steamboat Rock, Ia.—H. Potgeter has purchased a Hall Signaling Grain Distributor.

Hull, Ia.—Fred Lensink has succeeded E. H. Huibregtse as ass't mgr. of the Farmers Elvtr. Co.

Radium (R. D. Des Moines), Ia.—The Farmers Elvtr. Co. will build an elvtr. in the spring.

George, Ia.—Will Krahling has succeeded Mr. Adams as bookkeeper for the Farmers Elvtr. Co.

Crystal Lake, Ia.—The Farmers Elvtr. Co. is not going out of business as has been reported.

Larrabee, Ia.—F. M. Arrasmith is now pres. of the Farmers Elvtr. Co. Fred Gilbert is vice-pres.

Ringsted, Ia.—Fred Peterson has succeeded Wm. Kerkwood as mgr. of the Farmers Elvtr. Co.

Tennant, Ia.—J. F. Twamley, Son & Co. will build an addition to their elvtr., doubling its capacity.

Hartley, Ia.—The Farmers Elvtr. Co. has leased an elvtr. on the Rock Island and now operates 2 elvtrs. here.

Matlock, Ia.—C. E. Kelly, mgr. of the Farmers Elvtr. Co., is rapidly recovering from a recent operation.

Dedham, Ia.—John McDaniel has bot the cob house of the old elvtr. of B. H. Schute & Co. and moved it to his property.

Gilbert Station, Ia.—Clarence Jenks, mgr. of the Farmers Elvtr. Co., was married Feb. 19 to Mrs. Mamie Zartman of Jefferson.

Malvern, Ia.—The corn mill of the Malvern Grain & Mfg. Co. was recently sold to the Nebraska Corn Mills of Lincoln, Neb.

Sloan, Ia.—L. C. Hoskinson, of Clearwater, Neb., has succeeded Walter E. Witten as mgr. for the Nye, Schneider, Fowler Co.

Belmond, Ia.—Geo. Thompson is now mgr. of the Farmers Elvtr. Co. C. J. Baxter is sec'y, and H. O. Stockseth, treas.

Dike, Ia.—J. A. Frerichs has let contract to lower the driveway to his elvtr. to the ground level and to enlarge the office to 18x22 ft.

Waterloo, Ia.—Mail addressed to the Iowa Investment Co., reported to be building an elvtr. at Glasgow (Waterloo p. o.), is returned unclaimed.

Lytton, Ia.—E. A. Long, formerly employed in the elvtr. of the Farmers Elvtr. Co., at Sac City, is now with the Farmers Elvtr. Co. at this station.

Le Mars, Ia.—E. W. Luken, mgr. of the Farmers Elvtr. Co., was married, Feb. 10, to Miss Elizabeth Kass. The honeymoon was spent in Minneapolis.

Kanawha, Ia.—The Independent Grain Co. has been made defendant in a suit brot. by Ole K. Uhr for \$1,000 for personal injuries received 2 years ago.

Ft. Dodge, Ia.—Brennan & Carden, of Chicago, have opened an office in the Snell Bldg. with Frank O'Hearn, formerly traveling representative, in charge.

Fayette, Ia.—Chas. E. Gillin has traded his grain and seed business here for farm lands near Lansing. A. N. Denier, of New Alpin, is the new owner.

Gardiner, Ia.—The elvtr. office of W. K. Grant burned Feb. 23, when a telephone wire fell across an interurban wire and caused a short circuit into the office building.

Killduff, Ia.—Senator D. S. Fleck, who owns an elvtr. here, has bot a 210-acre farm at Murphys Station, and it is reported will build an elvtr. and general store.

Carroll, Ia.—J. G. Merrit was elected pres. of the Farmers Elvtr. Co. at the recent annual meeting. Other officers are J. F. Snyder, sec'y, and E. M. Rich, treas.

Traer, Ia.—I have been overhauling my elvtr. Sheathed the inside of the hopper bins with galvanized iron, overhauled the gas engine, driveway and dumps and intend to re-cover the outside of the elvtr. and office, paint them and put on metal roofs.—C. O. Hoff.

Boyd, Ia.—Albert Diekmann, son of August Diekmann, who operates the local elvtr., was badly cut across the face with a barb wire and may lose the sight of an eye.

Hinton, Ia.—S. D. Phillips was elected pres. of the Farmers Co-operative Co. at the recent annual meeting. Other officers are P. E. Held, sec'y, and Geo. Bender, treas.

Bussey, Ia.—W. H. Kester will build an elvtr. on the C. B. & Q. at this station this spring, and will probably operate it as the Bussey Elvtr. Co. He will also open a seed store.

Northwood, Ia.—Lawrence O. Thompson, of Meltonville, is now associated with his father, O. J. Thompson, in the elvtr. recently purchased from the Farmers Co-operative Co.

Nora Springs, Ia.—C. E. Norton has succeeded Thos. McDaniel as mgr. for the Farmers Elvtr. Co. Mr. McDaniel is now on the road for the Adolph Kempner Co., of Chicago.

Scranton, Ia.—The following officers were elected at the recent annual meeting of the Farmers Elvtr. Co., John Ginn, pres.; Fred Black, vice-pres.; W. T. Boyes, treas., and Peter Hansen, sec'y.

Bode, Ia.—Abe Simmons is the new pres. of the Farmers Co-operative Society. Other officers are Oscar Holden, treas., and Peter Kirsch, sec'y. The capital stock of the company will be increased.

George, Ia.—A. J. Arends, one of the graduates from our company, is now mgr. of the Farmers Elvtr. Co. at Lake Park.—E. C. Bergfield, mgr. Farmers Elvtr. Co.—Mr. Arends was ass't mgr. and bookkeeper.

Cherokee, Ia.—We have bot the elvtr. formerly owned and operated by C. W. North, who died Dec. 13, 1914. We expect in the near future to tear down the old elvtr. and build a new one.—Weart & Lysaght.

Struble, Ia.—The elvtr. of the Atlas Elvtr. Co. has been closed for the season. The Thorpe Elvtr. Co. do not own or operate an elvtr. here.—Chas. A. Huck, formerly agt. Atlas Elvtr. Co., now agt. Davenport Elvtr. Co., Melvin.

Sioux City, Ia.—Paul Larson, formerly supt. of the Nebraska line of the P. B. Mann-Anchor Co.'s elvtrs. and supervisor of the company's branch office, has engaged in the grain business on his own account, operating as the Larson Grain Co.

Turin, Ia.—The organization of the Farmers Elvtr. Co. has been completed and \$8,000 of the \$15,000 capital stock has been paid in. Directors of the new company are J. M. Hathaway, R. S. Dorward, Mike Mikkleson, F. A. Reese, E. E. Morse, Judge Walters and E. F. Quackenbush.

Mt. Union, Ia.—The new 30,000-bu. elvtr. of the Farmers Elvtr. Co. will be iron clad with a metal roof. The equipment will include an automatic scale. The house will be of cribbed construction on a concrete foundation and will be built by the Burrell Engineering & Constr. Co.

Oakland, Ia.—The new 25,000-bu. elvtr. of E. F. Wentz will be of cribbed construction on a concrete foundation and will be built on the site of the old house which is being wrecked. It will be iron clad with metal roof and will be equipped with a Richardson Automatic Scale. The Burrell Engineering & Constr. Co. is doing the work.

Des Moines, Ia.—The scale inspection and repairing dept. of the Western Grain Dealers Ass'n will be discontinued by the ass'n if Bills S. F. 289 and H. F. 355, amending the present state weights and measures law, and S. F. 276 and H. F. 297, appropriating money for the support of the work, are passed by the present legislature. The amendment provides for the inspection of hopper and automatic scales at \$2 each and wagon scales at \$3. The dept. will also establish a repairing dept. It also provides that scales inspected and certified by the dept. shall govern the weight in the purchase and sale of grain, etc., and the use of town or city scales will not be required of the buyer or seller.

Langdon, Ia.—The equipment of the new 30,000-bu. cribbed, iron clad elvtr. of the Farmers Elvtr. Co. will include a Richardson Automatic Scale. The Burrell Engineering & Constr. Co. had the contract.

Remsen, Ia.—L. H. Harmack was elected pres. of the Farmers Co-operative Co. at its recent annual meeting. Other officers are Jos. Treinan, sec'y, and Henry Fromme, treas. J. A. Gamberdinger is mgr.

## KANSAS

Rydal, Kan.—New corn cribs will be built by W. H. Mikesell.

Kinsley, Kan.—The Kinsley Grain & Lbr. Co. may build an elvtr.

Penalosa, Kan.—A. J. Plush, mgr. of the Farmers Elvtr. Co., has resigned.

Ford, Kan.—The recently organized Farmers Equity Union will build an elvtr.

McPherson, Kan.—The Wall-Rogalsky Mfg. Co. plans to increase the capacity of its plant.

Bennington, Kan.—The Farmers Elvtr. Co. has built new storage bins in its elvtr. Ray May is mgr.

Satanta, Kan.—The Satanta Equity Exchange will build an elvtr.—Plains Equity Exchange, Plains.

Frizell, Kan.—Harold Keast has succeeded Perry White as mgr. of the Frizell Grain & Supply Co.

Liberal, Kan.—The Bolin-Hall Grain Co. has overhauled and remodeled one of its elvtrs. at this point.

Stuttgart, Kan.—The Mellor Grain Co. succeeded the Stuttgart Elvtr. Co., Jan. 1.—M. S. Mellor, Almena.

Missler, Kan.—The Farmers Co-operative Elvtr. Co. will build an elvtr.—Plains Equity Exchange, Plains.

Lost Springs, Kan.—A. M. Falk has succeeded T. C. Cooke as mgr. of the Farmers Union Mercantile Ass'n.

Lewis, Kan.—The new elvtr. of the Farmers L. S. & Grain Co. has been completed. W. W. Dugger is mgr.

Norcatour, Kan.—The Farmers Elvtr. Co. will rebuild its elvtr. office and improve its elvtr. J. M. Klouse is mgr.

Coldwater, Kan.—The Farmers Elvtr. Co. will build a 10,000-bu. storage addition to its elvtr. if crop prospects are good.

Washington, Kan.—R. H. Braden, of Black Hawk (Smiths Ferry p. o.), Pa., has bot the Central Branch Elvtr. here.

Shady Bend, Kan.—I have bot the Shady Bend Mill & Elvtr. and will live here.—Amos Richolson, formerly at Salina.

Robinson, Kan.—The Farmers Union is reported to be negotiating for the purchase of the elvtr. of G. G. Weichen.

Wellington, Kan.—The Hunter Mfg. Co. has let contract to the Burrell Engineering & Constr. Co. for additional storage.

McCune, Kan.—The report that we would build an elvtr. here was a mistake, as we will not do so.—Kelso Grain Co., Cherokee.

Scranton, Kan.—The new elvtr. of F. E. Michaels, built to replace the house destroyed Dec. 8, 1914, has been completed.

Lindsborg, Kan.—The Farmers Union Elvtr. Co. has purchased the old Thorstenberg mill and is remodeling it into an elvtr.

Holyrood, Kan.—The Holyrood Grain & Supply Co. will build a new office and will install a manlift and electric motor in the elvtr.

Hutchinson, Kan.—The Rock Mfg. & Elvtr. Co. is reported to be about to build another elvtr. to consist of twenty-five 40,000-bu. tanks.

Lyons, Kan.—The contract for the new steel tank storage of the Lyons Mfg. Co. has been let to the Jos. A. Wangler Boiler & Sheet Iron Works.

Woodbine, Kan.—The Woodbine Grain Co. has bot the elvtr. of the Mitsch Grain Co.—E. W. Volkman, formerly partner and mgr. of the Mitsch company.



Coats, Kan.—M. H. Greenwood has added two large bins to his ranch elvtr., giving him a total capacity of 20,000 bus. Wm. W. Lockwood did the work.

St. George, Kan.—We will probably build a 20,000-bu. concrete elvtr. We have been in the grain business here for a good many years.—Wm. Dalton's Sons.

Danville, Kan.—The new elvtr. of Wm. McIntosh has been completed and a complete line of new machinery installed. The White Star Co. did the work.

Morland, Kan.—I have built a 5,000-bu. corn bin in my elvtr. The farmers are using a portable elvtr. now, but contemplate building an elvtr.—G. W. Stober.

Alma, Kan.—The elvtr. of the Derby Grain Co. partially collapsed and 1,500 bus. of corn ran out on the ground. The house will be rebuilt on a larger scale.

Everest, Kan.—W. W. Young, formerly mgr. of the Farmers Co-operative Merc. Co. at Plainville, has bot the elvtr. of C. E. Sheldon and will take possession Mar. 10.

Wright, Kan.—The Grain Belt Elvtr. Co. has let contract to the Burrell Engineering & Constr. Co. for a 10,000-bu. storage addition to consist of 2 circular concrete tanks.

Byers (Meade p. o.), Kan.—Work has been started on the elvtr. of the Byers Equity Exchange. This is a new town.—J. V. Harkrader, mgr. Pratt Equity Exchange, Pratt.

Pratt, Kan.—We have recently added a wareroom to our elvtr. and now handle feed in connection with our grain business.—J. V. Harkrader, mgr. Pratt Equity Exchange.

Wilson, Kan.—I. M. Yost has returned from his trip to the coast and is again managing the Yost Mlg. Co. The company will build concrete tank storage of 100,000 bus. capacity.

Hutchinson, Kan.—E. A. Mowery has bot the interests of his partners, J. N. and E. W. Hinshaw, in the Hutchinson Grain Co. and will continue the business with offices in the Rorabaugh-Wiley Bldg.

Latimer, Kan.—The C. E. Robinson Grain Co., of Salina, is building bins over the driveway of its elvtr. here, increasing the storage capacity of the plant. The White Star Co. has the contract.

Atwood, Kan.—Our company is not connected with the Farmers Union in any way. The Union will not build an elvtr. here as has been reported.—N. E. Gailey, mgr. Farmers Grain, L. S., & Supply Co.

Marion, Kan.—Pierce Bros., operating a 200-bbl. mill, have bot the small elvtr. of the C. R. I. & P. Ry. Co. on the company's tracks and will repair it, using it for the shipment of surplus wheat.

Minneola, Kan.—The Minneola Equity Exchange Ass'n has built an iron clad warehouse, connecting the power house and office building. The warehouse will be used for their flour and feed business.

Partridge, Kan.—The Farmers Equity-Union Exchange has been organized here and will engage in the grain and coal business. W. M. French, J. O. Terrill, J. C. Porter, F. C. Maxwell and A. Anderson are directors.

Hugoton, Kan.—We are operating at this station and at Rolla and contemplate extending operations as soon as we can build more elvtrs. Our firm has been recently organized.—H. B. Wheaton, Wheaton Grain Co.

Marquette, Kan.—We intend to build a 10,000-bu. elvtr. to be equipped with the latest machinery. We are not connected with the Marquette Produce Co. in any way. S. D. Myers is pres. of our company.—Marquette Exchange Co.

Hillsboro, Kan.—We expect to build a 30,000-bu. elvtr. on the Santa Fe. My brother and I bot the Klassen Mlg. Co.'s plant here last fall, but have not decided as to operating the mill.—J. S. Friesen, mgr. Hillsboro Mlg. & Elvtr. Co.

Cheney, Kan.—We have bot the plant of the Cheney Mill & Power Co. and will immediately remodel it, doubling the capacity, etc. I have been in the grain business here since 1912, previous to that I operated this mill.—P. G. Kroeker.

Abilene, Kan.—The Abilene Flour Mills Co. incorporated; capital stock, \$100,000; incorporators, J. S. Engle, J. L. Rodney and B. S. Crumpton. The company has spent \$10,000 in repairing its plant, which has a storage capacity of 80,000 bus. and a milling capacity of 500 bbls. Mr. Rodney is pres. and Mr. Crumpton, sec'y-treas.

Canton, Kan.—The Farmers Grain & Supply Co. has been organized with a capital stock of \$8,000. J. B. Smith is pres., Frank Gard, sec'y, and J. A. Brucker, treas. The company will be incorporated at once and an elvtr. will be built or bot without delay.

Herington, Kan.—I have installed a 15-h.p. oil engine and am also installing new line shafting.—S. F. Hacker.

Cheney, Kan.—J. J. Entz, of Hillsboro, bot the property of the Cheney Mill & Power Co. at public auction, Feb. 23, paying \$8,000. He was one of the original incorporators of the company, which started in business 10 years ago. The mill has been closed for a number of years, but the elvtr. has been in operation. Mr. Entz will form a new company and operate the entire plant.

Galva, Kan.—The Farmers Elvtr. Co. has started work on its new 16x22 ft. elvtr. It is of balloon construction and 26 ft. high. It will be iron clad with a metal roof and will have a 10x14x18 ft. engine room attached which will also be covered with metal. The equipment includes a 12-h.p. engine, No. 10 Boss Car Loader and 750-bu. Richardson Automatic Scale. J. C. Van Fleet is mgr.

## TOPEKA LETTER.

H. B. 284, requiring railroad companies to install track scales, has been killed.

Topeka, Kan.—E. W. Mashburn is now mgr. of the grain dept. of the Shawnee Mlg. Co.

Topeka, Kan.—The state grain inspection bill, which passed the House Feb. 27, is published elsewhere in this number of the Journal.

H. B. 649, introduced by Representative Hart, requiring all railroad companies to notify consignees in writing of all leaking or defective cars, noticed by any of their employees while such cars are in transit, and to also notify consignee in writing of all repairs made on such cars in transit, has passed the house.

S. B. 634, providing that shareholders in any mutual or co-operative ass'n shall have but one vote each and no shareholder shall own more than 5% of the total capital stock, has passed both houses and is now a law. The law also provides that no mutual or co-operative corporation shall own to exceed 5% of the total capital stock of any other corporation of the same kind.

## KENTUCKY

Louisville, Ky.—Alfred Brandeis, G. B. Ballard, F. C. Hartwell, F. W. Lund, F. C. Dickson, A. C. Schuff, W. A. Thompson, C. A. Edinger, Thos. G. Williams, C. M. Bullitt, Henry Fruechtenicht, R. L. Callahan, L. C. Ewing and John Raidt have been selected by Chairman H. H. Bingham as members of the grain com'te of the Board of Trade.

## LOUISIANA

### NEW ORLEANS LETTER.

Grain merchants of New Orleans are complaining of an increase in rates to Havana from New Orleans of more than 100% since the advent of the United Fruit Co. steamers in the Havana and Cuban trade. Steamship agts. in the Havana trade reply that the increase in grain rates is due to the shortage of tonnage caused by the war, and to the harbor charges and handling cost at Havana.—B.

Pres. Jeff D. Hardin, of the Board of Trade, on Feb. 27, appointed a com'te, consisting of E. F. Kohnke, chairman of municipal affairs; A. F. Leonhardt, chairman grain com'te, and R. F. Clerc, chairman com'te on legislation, with instructions to convey to the Board of Port Commissioners and to the Com's'ners of the Public Belt R. R. resolutions passed by the Board of Trade on Feb. 10, which resolutions call for the immediate construction of a grain elvtr. to be owned and operated by the Public Belt Com's'n for account of all carriers and individuals.—B.

## MICHIGAN

Plainwell, Mich.—F. A. Harwood & Co. are building a 6,000-bu. elvtr.

Mikado, Mich.—The Mikado Elvtr. Co. incorporated; capital stock, \$25,000.

Mesick, Mich.—The Mesick Grain Co. incorporated; capital stock, \$15,000.

Decatur, Mich.—The plant of the Decatur Mlg. Co., containing several hundred bus. of grain, burned recently. Loss, \$15,000; partially covered by insurance.

Sault Ste. Marie, Mich.—G. W. Deegan and W. J. Werle have formed a partnership to deal in grain and hay. They have opened an office in the Connolly Mfg. Co. Bldg.

Trenton, Mich.—The Trenton Grain & Mlg. Co. has completed the 15,000-bu. elvtr. on the Mich. Cent. R. R. It is equipped with shellers, cleaners and feed grinding machinery.—Amenia Mlg. Co., Monroe.

Grand Rapids, Mich.—Efforts are being made to organize a company to build a concrete elvtr. and bonded warehouse at a cost of \$200,000. Fred N. Rowe, pres. and mgr. of the Valley City Mlg. Co., and L. F. Peabody, mgr. of Grand Rapids Grain & Mlg. Co., are interested.

Perry, Mich.—Hiram Starks, owner of the Stark Elvtr. which burned July 6, 1913, has been given judgment for \$18,936 against the Grand Trunk Ry. Co. for the loss of the elvtr., the fire being due to a spark from an engine of the defendant company. The case has been carried to the supreme court.

Detroit, Mich.—The annual election of the Board of Trade was held Mar. 1 and the following officers were elected: Harry B. Simmons, pres.; C. R. Huston, 1st vice-pres.; Theo. W. Swift, 2d vice-pres.; F. Wm. Lichtenberg, Lynn Hobart, Frank T. Caughey, K. P. Kimball, Robert L. Hughes, George Beck, Arthur S. Dumont and Fred W. Blinn, directors; Charles M. Carran, Fred J. Simmons, Robert Henkel, David Stott, K. P. Kimball, Aug. H. Zink, Robert L. Hughes, Edward Wiggle, Frank B. Northwood and Henry M. Mok, com'te of arbitration; Theo. W. Swift, Wm. T. DeGraff, Clifford R. Huston, Hugo F. Dieterle, William J. Orr, Wm. Johnson, Wm. H. Spicer, Fred J. Simmons and Henry M. Hobart, com'te of appeals.

## MARYLAND

### BALTIMORE LETTER.

Chas. E. Lewis, of Chas. E. Lewis & Co., Minneapolis, has applied for membership in the Chamber of Commerce.

Wm. F. Walker, Wm. A. House and Stuart Egerton have been admitted to membership in the Chamber of Commerce. The memberships of John M. Frisch and Sam W. Lippincott have been transferred.

Geo. S. Jackson, ex-pres. of the Chamber of Commerce, has been re-elected pres. of the North American Grain Exporters Ass'n. He is connected with Gill & Fisher and is a member of the traffic com'te of the exchange.

## MINNESOTA

Beardsley, Minn.—Farmers are organizing an elvtr. company.

Farwell, Minn.—O. Mauseth is now mgr. for the Farmers Elvtr. Co.

Arlington, Minn.—The elvtr. of the Security Elvtr. Co. burned recently.



Green Isle, Minn.—The Farmers Equity Ass'n has bot the elvtr. of D. Sweeney.

Kenyon, Minn.—The Farmers Merc. & Elvtr. Co. has been re-incorporated for 30 years.

Ortonville, Minn.—Geier Bros. have replaced their gasoline engine with an electric motor.

Barrett, Minn.—The elvtr. of the Barrett Grain Co., burned last July, has not been rebuilt.

Luverne, Minn.—I. W. Tower has succeeded F. A. Dunn as agt. for the Hubbard & Palmer Co.

Albert Lea, Minn.—The Albert Lea Flour Mills Co. has improved its plant to the extent of \$40,000.

Zumbrota, Minn.—The Farmers Elvtr. Co. has bot the elvtr. of G. W. Van Dusen & Co. and is in possession.

Magnolia, Minn.—The Farmers Elvtr. Co. is reported to be about to sell its elvtr. and quit the grain business.

Hancock, Minn.—The Hancock Market Co. has recently replaced its gasoline engine with two electric motors.

Owatonna, Minn.—Leonard Virtue now owns the Simpson Mill, formerly belonging to the L. C. Campbell Mfg. Co.

Shakopee, Minn.—The Farmers Elvtr. Co. has been organized and the company will buy the old Peavy Elvtr. in East Shakopee.

Glenwood, Minn.—O. A. Johnson, formerly agt. for the Osborne-McMillan Elvtr. Co., is now operating the elvtr. under lease.

Duluth, Minn.—W. D. Gregory has been admitted to membership in the Board of Trade and A. F. Brenner has withdrawn from membership.

La Salle, Minn.—Fred Wiborg has been elected pres. of the recently organized Farmers Shipping Ass'n. A Oredson is sec'y and S. Nelson, treas.

Harold (Crookston p. o.), Minn.—We will build new elvtrs. at this station and at Carthage (East Grand Forks p. o.).—Monarch Elvtr. Co., Minneapolis.

Hoffman, Minn.—Officers of the Farmers Grain Co. are John Johnson, pres.; E. S. Peterson, sec'y; John Stevenson, treas.; J. O. Amot, buyer, and O. Lindstrom, mgr.

Lester Prairie, Minn.—I have succeeded Emil Erickson as mgr. of the Farmers Elvtr. Co. here. I was formerly agt. for the Lincoln Grain Co. at Berks.—H. F. Peters.

Luverne, Minn.—We are installing a new pit, new leg, rope drive and electric motor and will have an up-to-date house when repairs are completed.—John P. Coffey.

Thief River Falls, Minn.—G. B. Plummer is the new mgr. for the Farmers Exchange Elvtr. Co. Officers of the company are Chas. O. Evenson, pres.; Thos. Bjerke, sec'y, and Oscar Sponheim, treas.

Winona, Minn.—The excavations for the 500,000-bu. concrete and steel tank elvtr. of the Bay State Mfg. Co. have been completed and work on the foundations is being rushed. The Barnett & Record Co. has the contract.

Kragness, Minn.—The elvtr. of the Imperial Elvtr. Co., containing a large quantity of grain, burned early in the morning of Feb. 26. The night watchman discovered the flames, but they had gained such headway that nothing could be done to save the building.

Morristown, Minn.—The Farmers Co-operative Shipping Co. incorporated; capital stock, \$10,000; incorporators, Chas. Wendt, A. H. Wagner, Emil Schmidtke and others. Officers of the company are W. B. Wilowski, pres.; L. A. Kisor, sec'y, and R. A. Wolf, treas.

Atwater, Minn.—The Atwater Farmers Co-operative Elvtr. Co. has been organized to take over the elvtr. of the Atwater Co-operative Elvtr. Co. F. W. Gatz is pres.; H. W. Berg, sec'y, and J. A. Johnson, treas. The new company is practically a reorganization of the old one.

Balaton, Minn.—Rolf & Erickson, of Lester Prairie, have bot the elvtr. of Harry A. Tate.

Minnetota, Minn.—The new elvtr. of H. H. Dahl will be of cribbed construction on a concrete foundation and will have a capacity of 30,000 bus. It will be roofed with iron and the equipment will include 2 elvtr. legs and a Richardson Automatic Scale. The Burrell Engineering & Constr. Co. has the contract.

#### MINNEAPOLIS LETTER.

The Kasota Elvtr. Co. served notice Mar. 1 that the Gt. Western Elvtr. No. 2 would not be used as a public warehouse after that date.

The Fruen Cereal Co. has bot a 100 ft. site adjoining its present plant and will build a 25,000-bu. elvtr. and factory. The elvtr. will be of re-inforced concrete.

The following have been elected to membership in the Chamber of Commerce: E. J. Skewis, T. S. Ingenhutt and P. W. Seipp. A. O. Slaughter & Co. have been granted the privilege of firm membership and the following corporations and firms have ceased to be members of the Chamber of Commerce at their request, P. B. Mann-Anchor Co., Corp., and the Minneapolis Barley Co., firm. A traveling representative license has been issued to Chas. C. Rieger to represent Becher-La Bree Co.

Geo. S. Loftus, James Manahan and Mrs. Amelia Hubbard, executrix of the estate of the late Lucius F. Hubbard, have been made defendants in a suit brot by the C. St. P., M. & O. Ry. Co. to collect \$1,141.57 alleged freight and demurrage charges due the carriers from the Loftus-Hubbard Co., of which the above are named as partners. Twenty-six causes of action are stated in the complaint, covering shipments running back 4 years.

Geo. W. Van Dusen, a pioneer in the line elvtr. business, died in this city Feb. 24, aged 89. In 1852 he first engaged in the grain business at Pardeeville, Wis., and removed in 1860 to Rochester, Minn., to operate an elvtr. of his own and a line of houses owned by the Winona & St. Peter Railroad Co., under the name G. W. Van Dusen & Co. An office was opened in this city in 1888 in charge of C. M. Harrington. Mr. Van Dusen is survived by two daughters and three sons. Fred C., R. L. and F. R. Van Dusen. Fred C. Van Dusen and Mr. Harrington were the organizers in 1889 of the Van Dusen-Harrington Co.

#### ST. PAUL LETTER.

S. F. 452, introduced by Senator Collesler, is a bill to prevent trespassing upon the tracks of railroad companies.

On Mar. 2, Senator Peterson's bill, requiring that all corn, oats, hay and grain be sold by weight instead of by measure, was defeated by a vote of 33 to 27.

H. F. 646 has been introduced by Representative Larimore and is an amendment allowing appeals from the railroad and warehouse commission to the district court in any county.

S. F. 486, introduced by Senator Denege, is a bill to allow citizens of one state exclusive use of a state built elvtr. or warehouse. It has been referred to the railroad, grain and warehouse com'te.

H. F. 709 has been introduced by Representative Steen and gives cities and villages other than those of first class power to establish weighing and measuring supervision bureaus and requiring all cities of first class so to do.

Representative M. Johnson has introduced H. F. 650 which is an amendment to the terminal elvtr. statutes, "providing storage space in any elvtr. or warehouse built by any state may be used exclusively by citizens of state unless state owning same shall otherwise provide." Mr. Johnson has also introduced H. F. 667 which prohibits licensed grain commission merchants from selling consigned grain in competition with grain owned by such commission merchant. Both bills have been referred to the grain and warehouse com'te.

H. F. 638, introduced by Representatives Bendixen and Warner, relates to the sale of farm produce on commission.

At the public hearing of H. F. 408, prohibiting the sale of futures in grain, held before the grain and warehouse com'te, Feb. 25, Benjamin Drake of Minneapolis and J. M. Anderson of Fargo spoke for the bill, asserting that gamblers control the price of cash grain. Charles F. Macdonald, sec'y of the Duluth Board of Trade, opposed the bill and said that it would work injury to the farmer by necessitating a wider margin between prices at the country elvtrs. and at terminal markets. The bill was introduced by Representative A. F. Teigen.

Important amendments to the Cashman distance tariff law, recommended by the state railway and warehouse com's'n, are contained in bills introduced in the senate by Edward Rustad and in the house by Thomas H. Girling of Robbinsdale. The purpose of the changes, according to Charles E. Elmquist of the com's'n, is not to destroy the principle of the law, but to overcome some practical difficulties of administration. The bill permits the railway com's'n to make the whole twin city terminal a common point, as it is in interstate business, for the purpose of doing away with present confusion. The com's'n is authorized to prescribe switching rates within station limits and between stations without such rates being a measure of distance tariffs.

Representatives Bjornson and Swenson have introduced a bill relating to weights and measures which gives the state railroad and warehouse com's'n the power to fix the fees for inspecting, testing, sealing or condemning any scales, weights, measures and weighing or measuring devices, provided, however, that no fees shall be imposed or collected for inspecting, testing, sealing or condemning any scales, weights, measures and weighing or measuring devices, which on such inspection shall be found to be correct and without fault or defect. All money appropriated or so collected, and all fines and penalties for violating any provisions of this law, shall be paid into the state treasury and known as the "weights and measures fund" and paid out only on the order of the com's'n and auditor's warrant. The money in said fund or as much as may be necessary is to be annually appropriated to the payment of salaries, fees and expenses of officers and employees of the dept.

S. F. 176, recently introduced by Senator G. M. Peterson, relating to weights and measures and appropriating money for the maintenance of a weights and measures dept., provides that no fees shall be charged for the regular annual inspection of scales, weights, measures and weighing and measuring devices. At all other times, the cost of the inspection shall be paid by the owner when the same is performed at his request; and when made at the request of some other person the cost shall be paid by the owner, if the scale, weight, measure and weighing or measuring device is found to be incorrect; otherwise by the person making the request. The com's'n shall have power to fix the fees and expenses for all special service. The sum of \$10,000, together with the sum in the weights and measures fund, is appropriated for the payment of salaries of employees and expenses of the dept. for the fiscal year ending July 31, 1915, and \$45,000 annually for the fiscal years ending July 31, 1916 and 1917, and the same or as much thereof as may be necessary, shall be allowed and paid by the state upon the approval of a member of the railroad and warehouse com's'n and the state auditor. All moneys collected by the dept. for special service, fees and penalties shall be paid into the state treasury, and credited to the state revenue fund.

#### MISSOURI

Jasper, Mo.—Farmers are organizing a company to build an elvtr.

Runceton, Mo.—W. E. Coleman will build an elvtr.



Savannah, Mo.—We are the only grain dealers operating here.—Savannah Grain Co.

Kansas City, Mo.—Robert B. Long has been admitted to membership in the Board of Trade on transfer from Paul J. Matthews.

Princeton, Mo.—The Alley Grain Co. will make extensive repairs on its elvtr. The Burrell Engineering & Constr. Co. will do the work.

Hampton (Platte City p. o.), Mo.—The report that an elvtr. was being erected here is incorrect. There are no elvtrs. or grain dealers in the town.—X.

Sturgeon, Mo.—I have bot the elvtr. of the Wm. Pollock Mill & Elvtr. Co. and will take immediate possession.—C. W. Glynn, formerly of C. W. Glynn & Co., Wellsville.

Cosby, Mo.—Our elvtr. was put into operation Feb. 1. It has a capacity of 10,000 bus. and is on the Charlton branch of the C. B. & Q.—Walter E. Mullen, mgr. Cosby Grain & Elvtr. Co.

Knobnoster, Mo.—The Acme Mlg. Co. has let the contract for its new 52,000-bu. storage addition to the Lehrack Contracting & Engineering Co. It will consist of 12 concrete bins and will cost \$15,000.

Windsor, Mo.—The Farmers Co-operative Co. is building an iron clad warehouse attached to its elvtr. to take care of its increased feed business. A Bowsher Mill will also be installed for grinding.

Maitland, Mo.—Cook & De Bord will build an elvtr. here as soon as the weather permits. The house will be of frame construction, iron clad and equipped with the latest machinery.—J. F. Cook, Maryville.

Lathrop, Mo.—The Guyton & Harrington Mule Co. is building a 30,000-bu. cribbed, iron clad elvtr. and a warehouse 30x100 ft. This firm buys mules for the British government and handles the grain at this station. G. H. Birchard has the contract to build the elvtr.

Joplin, Mo.—During a severe windstorm, Feb. 13, the elvtr. at the Clements Mill was blown down. Work on rebuilding was started at once, but on Feb. 23 the framework of the new elvtr. was blown over. Work on the new elvtr. will be started for a second time in a few days.

Union Star, Mo.—W. E. Evans will enlarge the elvtr. he recently bot of the J. L. Frederick Grain Co. and will also build a feed room. He will increase the capacity of the house to 12,000 bus. I will stay with him for the present.—Clyde Sweet, formerly agt. for the old company.

Wooldridge, Mo.—We have a mill and elvtr. combined. The elvtr. has a capacity of 75,000 bus. and the mill 75 bbls. per day. It is all new and we have installed the latest machinery, spending about \$13,000. We expect to start operations at once. Will handle all kinds of grain.—Wooldridge Mill & Elvtr. Co.

## ST. LOUIS LETTER.

Geo. D. Hudson, said to be the first man to grow winter wheat in Illinois, died in this city recently.

New officers of the Stanard-Tilton Mlg. Co. are W. K. Stanard, pres.; E. D. Tilton, vice-pres.; E. T. Stanard, sec'y, and O. S. Tilton, treas.

John F. Meyer, pres. of John F. Meyer & Sons Mlg. Co., Springfield, has been ill for a month, but is again at his desk. Mr. Meyer is 85 years old, but is still active in the business.

John V. Lee, trustee for Connor Bros. & Co., who suspended business Feb. 23, 1914, has petitioned Referee in Bankruptcy Walter D. Coles for authority to sell the uncollected notes and accounts of the company and to compromise the claim against the Excelsior Products & Mfg. Co. Action on the petition will be taken Mar. 16.

## MONTANA

Moore, Mont.—The Farmers Elvtr. Co. has let contract for a mill.

Sidney, Mont.—I am going out of the grain business.—D. H. Fulton, formerly agt. Montana Central Elvtr. Co.

Outlook, Mont.—The Farmers Elvtr. Co. has been organized here. Officers are M. A. Morgan, pres.; John Fitzgerald, vice-pres., and Ed. Morgan, sec'y. O. J. Brown is mgr.

Wilsall, Mont.—The elvtr. of the Valley Grain Co. which I own and operate recently narrowly escaped destruction by fire from a spark from a passing locomotive. Prompt action checked the flames and the building and contents were only slightly damaged.—W. T. Giese, mgr.

Helena, Mont.—State Grain Inspector J. E. Templeton is in favor of the new grain inspection bill, S. B. 89. He is of the opinion that regulations of some kind are very necessary to the growing grain trade of the state, as he believes that lack of regulations produces crooks in abundance. In a recent interview he said: I know of many who are taking small advantages of farmers who would prefer not to do so but say they are up against the kind of competition that forces it on them. The Stevens bill has been framed with a view to driving the crooks out of the grain business in this state and appears to cover the situation thoroly. It is a result of careful study of conditions in this state and elsewhere. From all sections of the state complaints of under-pricing, under-grading, under-weighing and over-docking, especially on wheat and flax, have been numerous and persistent, and many such complaints have been made to the department by members of the present legislature. If these complaints have been founded upon facts, and many undoubtedly are, the losses to Montana grain growers, if aggregated, would be very great. The Stevens bill is designed to make unfair practices dangerous to indulge in and at the same time not in any way prevent the taking of a fair, legitimate profit in the elvtr. grain trade generally.

## NEBRASKA

Tamora, Neb.—Farmers are organizing an elvtr. company.

Potter, Neb.—Jesse Hoadley is the local elvtr. man here now.

Stromsburg, Neb.—Farmers are organizing an elvtr. company.

Harbine, Neb.—Koenig & Selk have installed a platform scale.

Davey, Neb.—Farmers are organizing a company to build an elvtr.

Platte Center, Neb.—John Riley is mgr. for the Farmers Elvtr. Co.—H.

Wayne, Neb.—Marcus Krogers has installed a new engine in his elvtr.

Richland, Neb.—The Farmers Union has bot the Hibbs Elvtr., paying \$6,500.

Pickrell, Neb.—The new elvtr. of the Farmers Elvtr. Co. has been completed.

Rising City, Neb.—The Farmers Society of Equity is interested in the elvtr. proposition.

Pilger, Neb.—The Nye-Schneider-Fowler Co. is installing a new wagon scale in its elvtr.

Ragan, Neb.—L. A. King, of Denton, Kan., is now with the Farmers Elvtr. Co. at this point.

Homer, Neb.—M. J. Dailey, of Lincoln, is now mgr. for the Holmquist Grain & Lbr. Co. here.

Humphrey, Neb.—John Lueschen has resigned as bookkeeper for the Nye-Schneider-Fowler Co.

Hampton, Neb.—Wedding bells will soon be ringing for Mgr. Harry Larson of the Hampton Elvtr. Co.

Silver Creek, Neb.—Contract for the 20,000-bu. elvtr. of the Farmers Elvtr. Co. will be let at an early date.

Obert, Neb.—It is reported that the McCaull-Webster Elvtr. Co. will sell its elvtr. and lumber yard here.

Harvard, Neb.—It is reported that the Farmers Elvtr. Co. and the Farmers Union will be consolidated.

Lynch, Neb.—Edgar Carter has succeeded H. M. Herman as mgr. for the Nye-Schneider-Fowler Co.

Malmö, Neb.—It is now reported that the Farmers Union is negotiating for the elvtr. of Railsback Bros.

Garrison, Neb.—W. A. Milligan has succeeded J. W. Emery as mgr. for the Central Granaries Co. at this station.

Tarnov, Neb.—Louis Rozmarin, of Howells, has been appointed mgr. for the T. B. Hord Grain Co. at this station.

Loomis, Neb.—Officials of the Loomis Grain & Mlg. Co. state that the company has not decided to rebuild as yet.

Humphrey, Neb.—Leonard Hamel of Creston, is now in the employ of the Nye-Schneider-Fowler Co. at this point.

Thayer, Neb.—W. F. Sweet has succeeded Marion King as agent for Updike Grain Co. S. A. Tobey, of Gresham, is ass't mgr.

Gretna, Neb.—J. H. Miller, mgr. for the R. E. Roberts Elvtr. Co., has been transferred to the company's elvtr. at Kenard.

Elkhorn, Neb.—The Elkhorn Grain Co. is installing a power shovel. Other improvements will be made as soon as the weather permits.

Elgin, Neb.—Farmers are interested in organizing an elvtr. company which will be consolidated with the company now at Brainard.

Newman Grove, Neb.—Farmers Union Co-operative Ass'n incorporated; capital stock, \$35,000; incorporators, John Balzer, Geo. Simonson and others.

Randolph, Neb.—Repairs have been made on the engine of the P. B. Mann-Anchor Co. It was slightly damaged in the recent fire in the engine room and office.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. is rebuilding its mill, burned last fall. The company has installed 2 Hall Signaling Distributors in its elvtr.

Motala (Minden p. o.), Neb.—Farmers Grain & Supply Co. incorporated; capital stock, \$10,000; incorporators, T. B. Keedle, Albert Glantz, G. E. Anderson and others.

Prague, Neb.—The Farmers Elvtr. Co. has placed an order with the American Supply Co. for a 5-ton wagon scale and will install it with steel construction and concrete.

Hordville, Neb.—The Farmers Grain & L. S. Ass'n is making extensive improvements in its elvtr.; supplies are being furnished by the York Foundry & Engine Works.

Memphis, Neb.—The equipment for the new 30,000-bu. elvtr. of the Farmers Elvtr. Co. includes a gas engine and Barnard & Leas machinery. G. H. Birchard has the contract.

Ord, Neb.—Farmers Grain & Supply Co. incorporated; capital stock, \$40,000; incorporators, John C. Meese, John Bremer, Frank Walker, S. N. Arnold and H. Timmerman.

Hastings, Neb.—Work is being rushed on the new elvtr. of the Hastings Mlg. Co. which will replace the house burned Jan. 28. It will soon be ready for the metal sheathing.

Ceresco, Neb.—The Farmers Union has bot the elvtr. of the O. F. Hines Grain Co., taking possession Mar. 1. The proposition of building an elvtr. has been dropped. J. A. Brodd is pres.

Chester, Neb.—We have let contract to the Van Ness Constr. Co. for a 15,000-bu. elvtr. on the C. B. & Q. The equipment will include a 500-bu. hopper scale, 10-h.p. gas or oil engine, Barnard & Leas Cleaner and manlift.—W. A. Fellers, pres. Citizens Lbr. & Supply Co.



Indianola, Neb.—I was buyer for the Koehler-Twidale Elvtr. Co. at this station, from July 1 to Feb. 1. The company leases the elvtr. from Wm. McCallum, who is now buying for them.—Joseph Reiter.

Swanton, Neb.—L. F. Ellemeier will build an 8,000-bu. studded, iron clad elvtr., equipped with Barnard & Leas cleaning machinery. He will also build a feed mill equipped with Barnard & Leas rolls. G. H. Birchard has the contract.

Red Cloud, Neb.—We have put our new mill into operation. The equipment includes an oil engine. We expect to build concrete grain storage tanks as soon as the weather will permit. The tanks will have a capacity of 15,000 bus.—Diamond Mig. Co.

Nickerson, Neb.—The Farmers Union will remodel its elvtr in the spring and will install a new distributor and rearrange the elvtr. cups, increasing the elevating capacity. A. Sinamark is mgr. A Hall Special Elvtr. Leg will also be installed.—H.

Walton, Neb.—T. C. Wilson will build a 20,000-bu. cribbed elvtr. The equipment includes a Richardson Automatic Scale, Barnard & Leas cleaning machinery and an engine housed in a detached concrete engine room. G. H. Birchard has the contract.

Havelock, Neb.—I have admitted John G. Aden as a partner and we will operate as the Aden Grain, Feed & Coal Co. John G. is a progressive, energetic young man and will take active part in the management.—B. H. Aden, formerly operating in own name.

Scribner, Neb.—A. H. Schultz is mgr. of the Farmers Co-operative Merc. Co. which recently bot the plant of A. F. Diels. The company took possession Mar. 1 and will operate its own elvtr. in connection with the new plant. The offices of the company will be moved to the new location and Wm. Zeman will be ass't mgr.

Franklin, Neb.—The recent fire in my elvtr. was probably due to the fact that the gasoline pump supplying the engine leaked a little. I had a large tank of water by the engine. I cut a hole in it and let the water spray over the flames which were thus held in check until the gas had burned out. I suffered no loss on the elvtr. or the grain. I had good insurance.—C. A. Button.

Meadow, Neb.—County Com's'ner W. B. Wykert was recently given judgment for \$135 in his suit against the Evans Grain Co. of Omaha, which operated the elvtr. at this station last year, for grain delivered to the company and alleged not to have been paid for. Mr. Wykert immediately filed a lien on the company's elvtr. now operated under lease by the Lincoln Grain Co. and under execution issued by the court was ready to sell the house at sheriff's sale, when the grain company decided to settle the judgment.

Broken Bow, Neb.—F. J. Bahr has taken an appeal to the district court from the judgment by the county court against him in the suit brot by the Ewart Grain Co., of Lincoln, for failure to ship a car of wheat on contract. The contract was for three cars for July shipment, and two cars were shipped, the invoice being received Aug. 5. On Aug. 24, in response to inquiry by 'phone Bahr informed the company that he did not owe it any wheat, and the company immediately bot it in for his account, at a loss of \$554, for which judgment was given. At the trial Mr. Bahr stated that the two cars shipped were on consignment and not on contract, and that even if there was a contract, which he had not confirmed, the settlement should have been made at the end of July.

#### OMAHA LETTER.

The Albers Pollock Com's'n Co. has doubled its office room in the Brandeis Bldg.

F. P. Van Wickle, pres. of the Van Wickle Grain & Lbr. Co., of York, has applied for membership in the Grain Exchange.

The annual meeting of the Western Grain Dealers Ass'n will be held in this city about the middle of April. An interesting time is assured all delegates.

Receipts of all kinds of grain will undoubtedly be very light for the next 2 weeks and perhaps even later, if the roads continue to be in as bad shape as at present.—H.

Work on the excavations for the new Grain Exchange building have been resumed and work on the superstructure will be started in a few days. It is hoped to have the building ready for occupancy Jan. 1, 1916.

#### NEW ENGLAND

Bangor, Me.—Irving A. Barstow, engaged in the grain and feed business here for the last 21 years, died Feb. 23, at the age of 61. He was ill only 2 days.

Boston, Mass.—Henry R. Chadbourne, who conducted a grain business in this city for 40 years, died Feb. 27, at his home in Waban, at the age of 79. He retired from active business 20 years ago.

#### NEW JERSEY

Newark, N. J.—The Giland-Cooper Co. incorporated to do a milling and grain business; capital stock, \$5,000; incorporators, R. A. Norris and others.

#### NEW MEXICO

Clayton, N. Mex.—Our new mill is running at last and prospects for a good business are fine.—S. O. Penick, mgr. Clayton Mig. Co.

Clovis, N. M.—Officers of the new elvtr. company which has let contract for a 5,000-bu. elvtr. are John H. Barry, pres.; E. P. Burdick, vice-pres., and Chas. E. Dennis, sec'y-treas. The White Star Co. will build the house.

#### NEW YORK

Fulton, N. Y.—The Massaro Macaroni Co. has bot the plant of True Bros. here.

Holcomb, N. Y.—The mill of Lay & Dibble, burned a year ago, has been rebuilt and is now in operation.

New York, N. Y.—Fred M. Bennett has succeeded Geo. Clearman as representative for Lamson Bros. & Co. at this market.

New York, N. Y.—Ware & Leland, of Chicago, have opened an office on Broadway in this city. Sefton Tranter is mgr.

New York, N. Y.—James J. O'Donohue, of the Grain Growers Export Co., Winnipeg, Can., and Giulio Guetta, representing Massimo Guetta, Venice, Italy, have applied for membership in the Produce Exchange. Henry Stemper, Aldo Guetta, Max Koch, representing Henry P. Newman, Hamburg, Germany, and Hugo D. Lehmann, representing D. Lehmann, Antwerp, Belgium, have been elected to membership.

#### NORTH DAKOTA

Geneseo, N. D.—The elvtr. of the Thorpe Elvtr. Co. is closed.

Maxbass, N. D.—The Farmers Elvtr. Co. will install a 25-bbl. mill.

Enderlin, N. D.—L. Shepard is now mgr. of the Farmers Elvtr. Co.

Kensal, N. D.—The Farmers Elvtr. Co. has installed a \$700 cleaner.

Hazen, N. D.—The Knife River Lbr. & Grain Co. has improved its office.

Burt, N. D.—The Burt Equity Exchange has installed a feed mill in its elvtr.

Tappen, N. D.—O. E. Erickson is now mgr. of the Farmers Equity Elvtr. Co.

Marion, N. D.—The elvtr. of the Andrews Grain Co. has been closed for the season.

Chama, N. D.—I will retire from the grain business Apr. 1.—W. W. Whipple, mgr. Farmers Grain Co.

Carson, N. D.—The recently organized Farmers Equity Exchange will build an elvtr. in the spring.

Berwick, N. D.—Peter Teigen, of Rugby, has bot the interest of Otto Aubol in the firm of Aubol & Bryn.

Rugby, N. D.—The North Dakota Grain & Land Co. has sold its machinery, stock, etc., to Buehl & Noonan.

Medberry, N. D.—We will install a 10-h.p. engine and make general repairs this spring.—Medberry Elvtr. Co.

Fairview, N. D.—It is expected that the Farmers Elvtr. Co. and Fairview Co-operative Co. will be consolidated at an early date.

Coulee, N. D.—The Cullen Elvtr. Co., of Leeds, has let contract to T. E. Ibberson for a 25,000-bu. elvtr. to replace the house burned Jan. 30.

Regent, N. D.—The Regent Grain Co. is making extensive improvements in its elvtr. and is putting a basement under the office which will be enlarged.

Dickinson, N. D.—We have sold our elvtr. at Belfield to W. C. Goebel for \$7,500, but we still operate our 12,000-bu. elvtr. here.—Dickinson Roller Mill Co.

Colgan, N. D.—It is reported that Geo. Rosenau, mgr. and sec'y of the Farmers Elvtr. Co., will resign and engage in the grain business on his own account.

Manfred, N. D.—The Manfred Co-operative Grain Co. has been organized with a capital stock of \$8,000 by the stockholders. of the old Farmers Elvtr. Co. Officers of the re-organized company are T. O. Roble, pres.; P. B. Anderson, sec'y, and O. S. Hedahl, treas.

Medberry, N. D.—The Medberry Elvtr. Co. has succeeded Long, Sanborn & Co. The company operates the elvtr. of the Thorpe Elvtr. Co. under lease in addition to its own elvtr. The management of the new company is the same as the old, the name only having been changed.—X.

Alsen, N. D.—Our elvtr. burned at 3:30 p. m. Feb. 10, contained 3,000 bus. of oats, 500 bus. of wheat and 500 bus. of barley. I believe that the blaze was due to friction or a hot box in the machinery. I had the machinery running all day and was busy shipping out grain when the fire started. A new 80,000 cap. C. P. car loaded with No. 1 wheat, which I had loaded on the 9th, also burned. The car was sealed and billed and this loss will fall on the railroad company. I thing our loss is fairly covered by insurance. We have not decided as to rebuilding.—P. A. Rohn, agt. Northland Elvtr. Co.

#### BISMARCK LETTER.

H. B. 10, introduced by Representative Smith, relating to the voting privileges of members of co-operative ass'ns, and H. B. 31, introduced by Representative Stinger, validating and reinstating charters of corporations which have been cancelled for failure to make reports, have been signed by the governor. H. B. 10 becomes effective July 1, but H. B. 31 carries an emergency clause and becomes effective at once.

On Mar. 5 the Lathrop com'te bill to repeal the mill levy for the establishment of terminal elvtrs. was up for passage. This bill appropriates \$1,000 to be expended by the state railroad com's'n to investigate the feasibility of terminal elvtrs. and report back to the next legislature. Senator Bronson urged placing in the bill \$32,000, the amount now to the credit of the terminal elvtr. fund. The bill was drawn originally to repeal the present mill levy for terminal elvtrs., but still protect the amount now in the treasury for that purpose. The bill was amended in the house cutting out the \$32,000 entirely and repealing the one-eighth of one mill levy for this purpose. After considerable discussion, the bill was referred to the judiciary com'te.

#### OHIO

Cleveland, O.—Abel Bros. have just completed an up-to-date hay warehouse.

Fremont, O.—Farmers are planning to take over the elvtr. of the Fremont Elvtr. Co.

Stony Ridge, O.—Elliott & Beasley have bot a Mattoon Car Loader and Grain Cleaner.



Bradford, O.—We have installed a feed grinder and a Sprout, Waldron Crusher.—Roe Pugh.

Columbus, O.—The Ohio Millers Ass'n will hold its annual meeting in this city Apr. 28 and 29.

Van Wert, O.—H. H. Ludwig and Geo. Mohr will build an elvtr. on the Penna tracks in this city.

Hicksville, O.—The Hicksville Mutual Grain Co. will improve its elvtr., installing up-to-date equipment.

North Baltimore, O.—I intend to install a new cleaner and automatic scales this spring.—Fred Kalmbach.

Dodson (Brookville p. o.), O.—E. P. Rollman, of Brookville, has sold his elvtr. here to G. A. Detamore.—C. C. J.

Bellefontaine, O.—The Colton Bros. Co. is building a 1,000-bu. corn mill. Nordyke & Marmon machinery will be used.

Lucas, O.—C. M. Herring is pres. of the recently organized Farmers Equity Exchange. T. J. Culler is sec'y-treas.

Cleveland, O.—The Cleveland Grain Co. has installed individual electric motors thru out the elvtr., increasing its handling capacity.

Jonestown sta. (Tokio p. o.), O.—J. S. Metzner, prop. of the Jonestown Grain Co., will install a Mattoon Car Loader and Grain Cleaner.

Okolona, O.—Having bot the elvtr. of J. W. Long, the Okolona Grain & Stock Co. will increase its capital stock and operate 2 elvtrs. here.

College Corners, O.—Work has been started on the mill of Owen P. Davis. The mill will be operated in connection with the Davis elvtr. here.—C. S. E.

Haviland, O.—A. F. Rust, vice-pres. of the Haviland Grain & Hay Co., died recently.—Chas. T. Pierce, pres. and mgr. Pierce Grain & Hay Co., Van Wert.

Hume, O.—Since Mr. Allen died last November I have succeeded to the business which is now operated in my name instead of Leopold & Allen.—Geo. Leopold.

Cincinnati, O.—Ernest A. Herminghaus has been admitted to membership in the Chamber of Commerce on transfer from C. W. Boss. Jos. D. Klein has also been admitted.

Prairie Depot, O.—L. Cruikshank & Co. have succeeded Cruikshank & Wright, Mr. Wright having sold his interest to E. M. Pierce, formerly supt. of the Fostoria Grain Co., Fostoria.

Scott, O.—The Northern Ohio Land & Real Estate Co., of Paulding, is scooping at this station, Broughton and Latty.—Chas. T. Pierce, pres. and mgr. Pierce Grain & Hay Co., Van Wert.

Merideth (Radnor p. o.), O.—The Radnor Elvtr. Co. has let contract to the Burrell Engineering & Constr. Co. for a 10,000-bu. elvtr. to be erected on the site of the present house which will be wrecked.

Columbus, O.—Frank H. Tanner, sec'y of the Ohio State Millers Ass'n, is urging the members of the ass'n to write their Representatives and Senators at once asking their support of Senate Bill giving power to State Utilities Com'n to suspend rates and tariffs issued by railroads, subject to hearings on same.

New Hampshire, O.—L. H. Swickard, of Jackson Center, has bot the 2 elvtrs. at this station owned by Orrin North and Elmer Sheets, respectively. Mr. Sheets operated as the New Hampshire Grain Co. One of the elvtrs. will probably be closed. Mr. Swickard is also interested in the Waynesfield Grain Co. of Waynesfield.

Fostoria, O.—W. E. Townsend, of Townsend & Ward, Buffalo, N. Y., has bot the interests of J. L. Cruikshank and G. O. Kraft in the Fostoria Grain Co. and the house will now be operated in connection with the company's elvtr. at Buffalo. The storage capacity will be increased and additional driers will be put in during the summer.

Columbus, O.—Sec'y McCord, of the Ohio Grain Dealers' Ass'n, who has been taking an active part in the effort to secure a law that will permit the Ohio Public Utilities Com'n to suspend rates on intrastate shipments at its option, is gratified that a bill providing for the same has been reported favorably by the senate com'te. Mr. McCord appeared before the com'te on behalf of the measure on Mar. 2.—C. C. J.

## TOLEDO LETTER.

Sec'y Archibald Gassaway of the Produce Exchange has been on the sick list, but is reported much improved and again at his desk.

James C. Fallis, for 8 years connected with the grain trade at St. Louis, Mo., has succeeded Alphonse Koffline, as ass't inspector of the Produce Exchange, on the staff of Chief Culver. Mr. Koffline, who had held the position for many years, died Feb. 25, from the effects of injuries received Feb. 21, when he fell from a street car.

The lower freight rate to Toledo gained last fall after a long fight, and the higher prices due to the war, are the result of the increased trade at this point. I firmly believe that Toledo is in for a period of prosperity in the grain trade. The new freight rates will have a most beneficial effect, as is already evident. Toledo is handling more grain now than at any time in the past 10 years.—F. O. Paddock, pres. Produce Exchange.

## OKLAHOMA

Guthrie, Okla.—The Guthrie Mill & Elvtr. Co. may build a 100,000-bu. elvtr. here.

Wann, Okla.—G. W. Hall, of Altoona, Kan., has bot the mill and elvtr. of J. L. McCabe.

Tyrone, Okla.—The new elvtr. of the Bolin-Hall Grain Co., of Liberal, Kan., at this station, has been completed.

Weatherford, Okla.—I will be connected with the Weatherford Mlg. Co. at this point.—Jacob P. Mercer, Memphis, Tenn.

Tuttle, Okla.—Tuttle Seed & Grain Co. incorporated; capital stock, \$5,000; incorporators, O. C. Davis, R. L. Park and M. E. Davis.

Edmond, Okla.—I. M. Rodkey & Son have let contract for new steel tank storage to the Jos. A. Wangler Boiler & Sheet Iron Works Co.

Enid, Okla.—A. E. Stephenson has let contract to A. F. Roberts for a 50,000-bu. elvtr. to be completed May 1. F. W. Smith, of Lawton, will be mgr.

Tahlequah, Okla.—R. W. Foster has engaged in the grain, flour and feed business here. He is building bins and will install a corn sheller and feed mill.

El Reno, Okla.—The Canadian Mill & Elvtr. Co. has let contract for additional steel tank grain storage to the Jos. A. Wangler Boiler & Sheet Iron Works Co.

Sallisaw, Okla.—Sequoyah Fruit, Grain & Truck Growers Ass'n incorporated; capital stock, \$5,000; incorporators, W. N. Littlejohn, N. W. Hawkins and J. M. Cordell of this city and B. O. Reed of McKay.

Manitou, Okla.—We need an elvtr. at this station very badly. I incorporated the Planters Gin & Elvtr. Co. and shipped the first car of corn ever sent out of this county, while I was a rural mail carrier.—C. A. Iglehart.

Deer Creek, Okla.—On Apr. 1 we will move our headquarters from this city to Blackwell. Gen. Mgr. J. T. Stout, who has been with the company for 12 years, will have charge of the new offices.—Deer Creek Elvtr. Co.

Afton, Okla.—We have bot the plant of the Forest Lbr. Co. at this station and will operate it in connection with our Wichita business. J. D. Crockett will be mgr. In connection with our grain business we will handle mill feed and corn chop, as the house is equipped with a corn mill.—Anderson Grain Co., Wichita, Kan.

Bartlesville, Okla.—C. R. Latto, of Beggs, is interested in the elvtr. situation at this point. He has been in consultation with the sec'y of the Chamber of Commerce and it is believed that he will decide to build an elvtr. and mill. He also proposes to establish buying stations at Ocheleta, Ramona and Capon.

## OREGON

Haines, Ore.—The Baker Mill & Grain Co., of Rock Creek, will get its mail at this point in future.—J. F. O'Bryant.

Portland, Ore.—Henry Hewitt, a pioneer grain man, died Feb. 15, at the age of 68. Mr. Hewitt came to this city in 1870 from his home in England and in 1871 sent the first cargo of wheat to that country ever shipped from this port. For a number of years he had been out of the grain trade and was engaged in the marine insurance business.

Joseph, Ore.—F. D. McCully recently brot suit against the Globe Grain & Mlg. Co. for \$5,837, which he alleges is due him for wheat sold to the defendant by the Joseph Mlg. Co., which he claims was his wheat, stored by him with the milling company and sold without his consent. The suit was brot in the circuit court of Multnomah county, but was transferred to the U. S. District Court because the defendant is a resident of California.

## PENNSYLVANIA

Philadelphia, Pa.—H. M. Long, of Oxford, has been admitted to membership in the Commercial Exchange.

Pittsburgh, Pa.—The annual convention of the Pennsylvania Millers State Ass'n will be held in this city Sept. 8 to 10.

Pittsburgh, Pa.—Percy E. Donner, of Donner, Childs & Wood, has succeeded to the Stock Exchange membership of the late Robt. C. Hall.

Pittsburgh, Pa.—Louis Diehl, one of the oldest members of the Grain & Hay Exchange, died Feb. 21. He was a member of Adam Diehl Sons.

Philadelphia, Pa.—Capt. Wm. Cheeseman, one of the oldest members of the Commercial Exchange, died Feb. 27, at the age of 84. For more than 50 years Mr. Cheeseman made a scientific study of the weighing business and served as official public weighmaster for many years. He is said to have weighed the first car load of grain ever shipped from the west to this port.

## SOUTH DAKOTA

Yale, S. D.—The Farmers Elvtr. Co. is building a 20x50 ft. implement warehouse.

Faulkton, S. D.—Farmers are organizing an elvtr. company to build an elvtr. at this station.

Elk Point, S. D.—The Farmers Union Elvtr. Co. has installed an electric motor for power.

Hurley, S. D.—R. D. Walsh has succeeded Ed. Lambert as mgr. for J. T. Scroggs.—J. H. Farnsworth.

Rauville Sta. (Watertown p. o.), S. D.—I expect to build an elvtr. at this station.—J. J. Peters, Watertown.

Dempster, S. D.—J. C. Green has recently been elected sec'y of the Dempster Co-operative Grain Co.

Irene, S. D.—The elvtr. of J. J. Mullaney which was recently closed on account of high water has been opened.

Nisland, S. D.—J. Duer will build an up-to-date elvtr. in the spring. The equipment will include wagon dump, cleaner, manlift and feed mill.

Salem, S. D.—Anton Loe, agt. for the Hoese & Lueth Grain Co., was seriously injured when he fell between a car and the loading platform at the elvtr. Mr. Loe was loading the car and the board between the car and the platform gave way while he was standing on it, throwing him to the ground. Several ribs were broken and he was painfully bruised. Fred Ludeman, of Spencer, is temporary mgr.



Jefferson, S. D.—I succeeded Wm. Radigan as agt. for the Tiedeman Elvtr. Co. We are installing a 20-h.p. engine and fixing up the feed mill in the elvtr.—Ray J. Authier.

Selby, S. D.—We will probably install a cleaner and a larger engine this year. In the list of South Dakota Grain Elvtr. Operators, the legal weight of speltz is wrong. It should be 40 lbs. not 45 lbs.—John Bibelheimer, mgr. Selby Equity Union Exchange.

## SOUTHEAST

Mannington, W. Va.—C. S. Huey is out of the grain business here.—Boor & Davis.

Spartanburg, S. C.—The Palmetto Roller Mills has let contract for 20,000-bu. grain storage warehouse and a 150-bbl. mill.

Anderson, S. C.—The Carolinas Grain & Elvtr. Co. has been organized to build a 40,000-bu. elvtr. and mill. The company will use hydro electric power.

Natchez, Miss.—Neely Bros. & Co. will build a 40,000-bu. elvtr., work to be started about Apr. 1. The house will have a shelving capacity of from 2,000 to 3,000 bus. per day.

Terra Alta, W. Va.—J. Harper Smith, mgr. Terra Alta Brokerage Co., has sold out to another company, of which Ross W. Watson is mgr.—The Alpine Mills are owned by A. J. Elliott & Son.

Bennettsville, S. C.—No definite steps have been taken in regard to the building of an elvtr. here. Hope to know whether it will go up or not by the 15th.—T. C. Hamer, Marlboro Grain & Elvtr. Co.

Clarksburg, W. Va.—We are engaged in a general brokerage business, exclusively and will not build an elvtr. Our officers are Chas. Little, pres.; L. R. Romine, vice-pres.; and myself treas. We are not connected with the Standard Mlg. Co.—H. L. Robinson, Standard Brokerage Co.

Hattiesburg, Miss.—The Hattiesburg Grocery Co. and the Merchants Wholesale Grocery Co. have determined to build elvtrs. here. Driers will be installed in both houses to handle corn. The railroads entering the city recently granted concessions in freight rates both in-bound and outgoing with a view of helping to establish these grain elvtrs., and the wholesale grocers propose to erect same at an early date. The elvtrs. will be small but adequate for the immediate needs of this section.

Columbia, S. C.—We have endeavored for some time to interest parties in locating an elvtr. in Columbia, but so far have been unsuccessful. Just at this time I do not know of any movement on the part of the Columbia Grain & Provision Co. in this direction, as reported, but I do think that in the near future a flour mill will be added to the plant of the Adluh Mlg. Co., of which the pres. of the Columbia Grain & Provision Co. is also pres.—R. W. Holcomb, sec'y Chamber of Commerce.

## TENNESSEE

Memphis, Tenn.—Wm. J. Moon, Jr., who recently went west on account of failing health, is reported to be much improved. He is a member of W. D. Moon & Co.

Memphis, Tenn.—R. J. McCarroll, formerly with John Wade & Sons, is now with L. A. Thornton & Co. Richard Armistead has sold his interest in the latter company.

Dunlap, Tenn.—We are building a 24x47 ft., 3-story frame building to be used as a mill and elvtr. combined. We will have storage room for 1,500 bus. of grain and will install a 30-h.p. oil engine.—J. W. Mansfield, mgr. Mansfield Mill Co.

## TEXAS

Austin, Tex.—The house has passed a bill giving the state railroad com'n jurisdiction over all spur tracks and private sidings.

Vernon, Tex.—The Kell Mlg. Co. has let contract to the Burrell Engineering & Constr. Co. for a concrete and brick warehouse.

Clarendon, Tex.—The Clarendon Grain Co. has bot the coal bins of the Galbrath-Foxworth Lbr. Co. and will handle coal in addition to grain.

Plano, Tex.—The Plano Grain & Ice Co. incorporated; capital stock, \$10,000; incorporators, R. W. Standfer, J. A. Whitten and C. W. Whitten.

## UTAH

Salt Lake City, Utah.—The Utah-Idaho Grain Dealers Ass'n held its annual luncheon at the Commercial Club, Feb. 25.

## WASHINGTON

Tacoma, Wash.—The Tacoma Grain Dealers Ass'n held its annual banquet, Feb. 28.

Olympia, Wash.—H. B. 89, recently introduced in the house, provides that Tacoma and Seattle be official terminal warehouse centers where Class "A" warehouses are to be established under the provision of the Port Com'n, the grain receipts from these warehouses to be negotiable paper at the banks.

## WISCONSIN

Basco, Wis.—I sold my warehouse to Schwartz & Genin.—F. H. Minch.

Augusta, Wis.—G. W. Vanderburg has bot the elvtr. of the Victory Merc. Co.—E. Elbertson.

Ridgeway, Wis.—W. W. Lewis, engaged in the grain and feed business at this point, died recently.

Sparta, Wis.—A movement for the organization of a farmers elvtr. company has been started here.

Packwaukee, Wis.—The elvtr. of E. C. Johnson burned recently. The loss is partially covered by insurance.

Osceola, Wis.—We will probably rebuild the plant burned here last May, during this year.—Osceola Mill & Elvtr. Co.

Blair, Wis.—The Cargill Grain Co. has built a 16x24 ft. addition to its elvtr. to be used as a feed and flour warehouse.

Tomah, Wis.—The elvtr. of the Farmers Co-operative Elvtr. Co. is in financial difficulties and the elvtr. is closed pending sale or reorganization.—Syverson & Earle.

Reeseville, Wis.—We will operate the elvtr. recently bot of F. E. O'Rourke, as the Reeseville Elvtr. Co. F. A. Yerges, prop., and his son Fred C., mgr.—Reeseville Elvtr. Co.

Kenosha, Wis.—Pres. Clarence E. Remer has taken over all of the outstanding stock in the M. H. Pettit Malting Co., amounting to \$150,000, and is now sole owner of the company.

Ridgeland, Wis.—The potato and grain warehouse of W. F. Grover, containing several hundred bus. of wheat, held in store for farmers of the vicinity, burned recently. Loss, \$3,000.

Arlington, Wis.—Our new 15,000-bu. elvtr. has been completed on the site of the old elvtr. which we wrecked. The equipment includes a dump scale.—Jamieson Bros. Co., Poynette.

Superior, Wis.—T. J. Roth was elected pres. of the Board of Trade at the recent annual meeting. Other officers are Chas. A. Erhart, 1st vice-pres.; Geo. B. Hudnall, 2d vice-pres., and Andrew Lent, sec'y.

## MILWAUKEE LETTER.

E. B. Wagner & Co., of Chicago, have opened an office in the Chamber of Commerce Bldg. F. S. Frost is mgr.

Mrs. Annie C. Meigs, wife of Pres. John B. Meigs, of the Mohr-Holstein Com'n Co., died recently from heart trouble.

The rate of interest on advances for March has been fixed at 5% by the finance com'te of the Chamber of Commerce.

A joint resolution introduced at Madison by Mr. Vint, of Milwaukee, authorizing the state to construct and operate grain warehouses and elvtrs., was killed.

The following were recently admitted to membership in the Chamber of Commerce: Wm. D. Sammis, Jas. A. Gould and John B. Henning. The following memberships have been transferred: F. W. Haseltine, Stephen A. Dalton and Edgar G. Ayliffe.—H. A. Plumb, sec'y.

Mgr. Schroeder of the traffic buro of the Chamber of Commerce, has filed a protest with the Interstate Commerce Com'n against a tariff restricting the absorption of connecting lines' switching charges at this market to \$3 per car on interstate shipments of grain, grain products and seeds, issued by the C. & N. W., effective Mar. 15.

The channel of the South Menomonee Canal opposite Elvtr. "A," where the canal joins the Menomonee river, will be widened to allow the largest grain boats to enter the canal and reach Elvtrs. "A" and "E" in the Menomonee Valley. Only 445 ft. boats can reach the elvtrs. now, but when the channel work is completed boats 550 ft. in length will be able to reach them.

Bills have been introduced in the Wisconsin legislature by a senator and an assemblyman from Milwaukee, which propose legislation for the taxation of grain passing through elvtrs., quite similar to the Minnesota plan. A bill along the same lines, excepting that among other differences the rate was double the Minnesota rate, or in other words,  $\frac{1}{2}$  of a mill per bu. on wheat and  $\frac{1}{4}$  of a mill per bu. on coarse grains received and handled in the elvtr. during the year, was introduced some time ago by Mr. Nye of Superior. The bills introduced by the Milwaukee members provide for the rate of  $\frac{1}{4}$  and  $\frac{1}{8}$  of a mill, respectively, on wheat and coarse grains.

An important hearing was held by the Railroad Commission of Wisconsin at Milwaukee on Feb. 26 and 27 in the matter of proposed advanced switching charges by the Milwaukee Road on cars moved from one industry to another on its tracks and also in regard to the charge on freight received via that line and switched to a connecting line for delivery to an industry not on its tracks. The uniform charge for switching between industries located on the same carrier is 1c per 100 lbs., minimum 60,000 lbs. per car, but an attempt is being made by the Milwaukee Road to advance these charges to  $1\frac{1}{2}$ c per 100 lbs. not only at Milwaukee but at various other competitive points. On freight interchanged with other lines the switching charge heretofore has been \$2 to \$3 per car but it is now proposed to advance this rate to 1c per 100 lbs., minimum 60,000 lbs. per car. In order to give the shipping public of Milwaukee an opportunity to testify as to the rates that the traffic will bear for switching, either to an industry or to a connecting line, the com'n agreed to give a postponed hearing on April 22 at which time the shippers will review the commercial situation and what effect these advanced switching rates will have on their business. Railway companies are seeking not only to secure higher freight rates on all commodities being transported over their lines but extra and higher charges for terminal services.—H. A. Plumb, sec'y Chamber of Commerce.

ORDINARY MARGINS are not sufficient. Why? Look at the five to eight-cent changes each day in wheat. Answer margin calls as promptly as you do the dinner bell. There is nothing certain about speculation but the commission and war tax.—C. A. King & Co.

THE UNITED STATES vs. six carloads of oats was the title of a suit filed in the U. S. District Court at New Orleans Feb. 24. The petition alleged that the cars contained, besides oats, 11.7 per cent barley, and from 1.69 per cent to 4.79 per cent weed seed, in violation of the Food and Drug Act. The oats were shipped for export.—B.



## Magnitude of the Peanut Industry.

The peanut industry has developed in the last 10 years from an insignificant local venture to an enterprise involving millions of dollars annually. Virginia contains the most important peanut section of this country, with the cities of Norfolk, Suffolk and Petersburg as natural markets. Besides the growing, shelling and cleaning of peanuts in these cities, large peanut butter establishments, one of which is the largest in the world, are located there, and the revenue to the three cities from this industry closely approaches the \$17,000,000 mark.

The industry in Virginia gives employment to 10,000 workers, shelling, cleaning and shipping the product to all parts of the world. The largest consumers naturally are the candy factories and oil mills of this country and these big users would have no difficulty in obtaining as high as a million bus., should a big demand suddenly arise.

The peanut plants closely rival the big packing establishments where everything except the squeal of a hog is utilized. In the Virginia factories every part of the peanut is used. Even the hard outer shell, which up to last year was burned for fuel in the factories of Virginia, is now utilized by the steel mills of Pennsylvania and Ohio for polishing tin plate, steel bearings and burnishing castings. Tons of the shells are also ground into a meal and are sold to the iron and steel foundries being used in dusting the molds into which the hot metal is poured. Hence the shells are now selling for about \$6 a ton, whereas formerly they accumulated in such quantities as to prove troublesome to the factories.

When the nuts are roasted in the shell some of the oil from the kernels is naturally absorbed, and these shells command \$8 or more per ton, being valuable as dairy and cattle feed. The little pink skin which surrounds the kernel also has a feeding value, being equal in nourishment to wheat bran. Large shipments of this product are sent thruout the east and south at \$20 per ton.

Small sticks, shells and dirt are removed from the peanuts by the ton when undergoing the cleaning process in the factories, and upon arrival at the candy or oil plants another cleaning removes much more. The dust and minute particles adhering to the shells are removed in a vacuum chamber and sold as fertilizer, rich in ammonia and phosphoric acid.

In marketing peanuts the bags are sold on the basis of the poorest nuts in the bag and an educational campaign, similar to that conducted in the grain trade, is being carried on to teach the peanut farmer that the better his crop the more money he will receive. In 1914 over 3,000 cars of 24,000 lbs. each were shipped out of the state over the Norfolk & Western railway alone, of which 75% was in the form of whole nuts.

The bulk of these are the large "Jumbo" nuts, in a garb of dazzling white, due to a rotary and friction process in which marble dust is extensively used.

Peanut shipments in the last year more than doubled in the leading Virginia markets, and many plants have sprung up which devote their attention solely to grinding hulls.

THE GRAIN DEALERS JOURNAL is a good, wide awake and interesting paper.—M. M. Van Osdel, mgr., Farmers Elvtr. Co., Edmore, N. D.

WE FIND MUCH USEFUL information in the Grain Dealers Journal, and could not afford to be without it.—Boor & Davis, Mannington, W. Va.

SIDNEY, OHIO.—B. D. Heck, who for the past twenty years has been connected with the Philip Smith Mfg. Co., and for many years Manager of the Smith Company, has been elected sec'y-treas. of the Sidney Steel Scraper Co.

SOUTHWESTERN elevator builders are feeling very optimistic over conditions, both existing and prospective. It is reported that more elevators are under construction at the present time than for many years past. The prospects for a large crop this year point to a still larger increase in elevator construction.

## Supply Trade

The man who never asks for trade  
By local line or ad displayed,  
Cares more for rest than worldly gain  
And patronage but gives him pain.

Tread lightly, friend, let no rude sound  
Disturb his solitude profound,  
Here let him live in calm repose  
Unsought except by men he owes.

CHICAGO CALLER: Geo. H. Craig of the Efficient Erecting Co.

COLUMBUS, O.—The Burrell Engineering & Constr. Co. has opened an office in the Columbia Bldg.

ENTERPRISE, KANS.—The new factory of the J. B. Ehrsam & Son Mfg. Co. will be ready for occupancy about April 1st.

MANCHESTER, ENGLAND.—The John S. Metcalf Co. has secured contract for the erection of two large elevators, at this point, for Guinness Son & Co.

ST. LOUIS, Mo.—Jos. A. Wangler has been elected pres. of the Wangler Boiler & Sheet Iron Works Co., to succeed his father, the late Jos. F. Wangler.

MUNCY, PA.—Sprout, Waldron & Co. have secured the services of J. A. Gerwen to take charge of their Flour Mill Dept., to succeed the late H. W. Gladhill.

KANSAS CITY, Mo.—F. E. Lehman, southwestern representative of the Prinz & Rau Mfg. Co., was found dead in a Wichita hotel the morning of March 7.

KANSAS CITY, Mo.—The office of the Invincible Grain Cleaner Co. has been moved from the Board of Trade Bldg. to the Postal Tel. Bldg. F. J. Murphy is in charge of this office.

WINFIELD, KANS.—W. W. Lockwood, elevator builder, has invented a cut-off and rip saw driven by gasoline engine. With this saw he does his framing, ripping, grooving, etc. It cuts square thru making better joints than is possible with hand sawing. It also cuts at any angle.



Courtesy "Southwest Trail."

Grading Peanuts in Factory of Bosman & Lohman at Norfolk, Va.



## Seeds

HOLLAND has prohibited the exportation of clover seed, effective Feb. 26.

PURE SEED in Kansas is the subject of a bill introduced into the legislature of that state by Sen. Buford and Rep. Gordon.

MANHATTAN, KAN., Mar. 6.—Farmers are holding very little alfalfa seed, asking high prices. Acreage will be large.—Geo. T. Fielding & Sons.

THE SEED HOUSE of Healy Bros., Belle Center, O., was completed on Feb. 24, and the firm is now operating at full capacity.—G. W. Donehoo, Sidney, O.

SOYBEANS and cowpeas not only make good hay, but gather nitrogen from the air to benefit the soil, much the same as clover. Their hay is also very good.

LOUISVILLE RECEIVED 2,546,587 lbs. of seed during February, 1915, compared with 2,298,265 lbs. for February, 1914; and shipped 1,729,800 lbs., compared with 2,071,040 lbs. a year ago.

GEO. T. FIELDING & SONS of Manhattan, Kan., have issued a neat 6-inch ruler advertising seeds and grain, and advising the trade that it is a good rule to call upon them when wishing to buy or sell.

KANSAS CITY received 618,200 bus. of kafir corn during February, 1915, compared with 71,500 bus. in February, 1914, and shipped 310,000 bus., compared with 71,000 the corresponding month of 1914.

SAM'L JORDAN, farm adviser of Pettis Co., Mo., has prepared a pure seed bill relative to the sale and distribution of seed in Missouri, and the bill has been entered on the calendar of the legislature.

WOOD-BEAZLEY SEED Co., Springfield, Mo., has registered the words "Show Me," Ser. No. 83,339, as a trade-mark for alfalfa, clover, timothy, blue-grass, and millet seed, claiming use of the term since Feb. 3, 1911.

ALFALFA EXPERIMENTS in Virginia, by L. Carrier and others, demonstrated that August seeding is preferable to spring seeding, and that liming the soil produces good results. Sta. Bull. 207, 1914, contains a complete report of the investigation.

WINNIPEG has inspected 2,813,000 bus. of Manitoba, Saskatchewan and Alberta flaxseed to date, has 450,000 bus. in store at country points, 40,000 bus. in transit to the city and 250,000 bus. remaining in the farmers' hands.—F. O. Fowler, secy., Northwest Grain Dealers Ass'n.

DISTRIBUTION of free seed to farmers continues thruout the Dominion of Canada, and a number of Winnipeg banks have arranged to give selected corn seed to farmers interested in stock raising. These farmers must agree to grow one acre of corn for green fodder in accordance with instructions furnished by the Dept of Agriculture.

CHICAGO RECEIVED 995,000 lbs. of timothy seed, 182,000 lbs. of clover seed, and 369,000 lbs. of other seed during the week ending Mar. 6, compared with 770,000 lbs. of timothy seed, 186,000 lbs. of clover seed, and 328,000 lbs. of other seed for the corresponding week of 1914. Shipments were 567,000 lbs. of timothy seed, 242,000 lbs. of clover seed, and 230,000 lbs. of other seed, compared with 864,000 lbs. of timothy seed, 368,000 lbs. of clover seed, and 977,000 lbs. of other seed for 1914.

PROF. H. L. BOLLEY of the North Dakota Agricultural College, Fargo, N. D., announces that the pure seed dept of the college is now in a position to aid farmers and seed men in the testing of seed grain. The laboratory will make tests free of charge for any citizen of the state.

TO PREVENT MICE or rats from gnawing holes in bags of wheat or seed, rub the outside of each bag with a few handfuls of sulphur. It does not require much for each bag and if treated in this manner should stand from harvest until sowing if necessary with but the one application.—G. Gow, Nangar, N. S. W.

KANSAS CITY, Mo., Feb. 27.—The last crop of timothy in this state was very light and the crop of clover was practically a failure. The demand for alfalfa and timothy is very heavy. As there was an increased acreage of wheat sown last fall, and as most farmers sow clover in their wheat fields, the demand for clover is also very heavy.—Missouri Seed Co., Thos. Tobin, Vice-pres.

TOM WALLACE, Louisville newspaper man with a hobby for farming, lost his suit, recently entered against the Wood-Stubbs Co. for money paid for seed corn. He alleged that the company did not deliver the kind of seed ordered, and his unfamiliarity with corn permitted the error. Wood, Stubbs & Co. relied on the "Non Warranty" clause and the jury unanimously decided in their favor.

TOLEDO RECEIVED 2,180 bags of clover seed, 80 bags of alsike, and 1,346 bags of timothy seed during the week ended Mar. 6, compared with 2,560 bags of clover seed, 496 bags of alsike and 1,899 bags of timothy seed for the corresponding week of 1914. Shipments for the week were 4,441 bags of clover and 2,562 bags of timothy, compared with 4,876 bags of clover and 2,112 bags of timothy a year ago.

ALFALFA SEED frauds have been perpetrated extensively in the Northwest; and farmers who paid for dry-land alfalfa seed got irrigated seed, or received Turkmenian seed when they paid for Grimm alfalfa. It is impossible to detect the fraud until after the seed has been planted; and the farmers' and dealers' only protection is to deal with reputable seed houses. The established concerns have reputations which are much too valuable to be thrown away for the few dollars that such frauds would produce. In the seed business, reputation is everything, and most concerns guard their reputation more carefully than they do their cash box.

THE UNITED STATES SENATE seems to be as fondly attached to the Congressional free seed distribution as is its co-ordinate body, the House of Representatives. Although in the last three agricultural appropriation bills the Senate Committee has tried to cut out this practice, the Senate has overruled the committee and voted for the continuance of the distribution. That faithful champion of the people, Senator James E. Martine, of N. J., accomplished the downfall of the committee this year. He moved to disagree to the Committee amendment striking out the \$252,000 appropriation for the distribution, which was adopted by a vote of 36 to 21, the appropriation thus remaining in the bill as adopted by the House.—P.

Undoubtedly bulk of clover seed held at Toledo is hedged. Probably more or less that is held in other markets or country stations is hedged. Lack of demand at these points may cause considerable to come to fill contracts. If latter proves

true it means liberal receipts for Toledo for another month. Adverse weather during March may cause some prospective buyers to hold off and make the remaining longs uneasy. Failure of Toledo stocks to decrease materially during the next month could easily tire out the longs and cause them to sell. It's still a question of new business as against further liquidation. Present shipments mostly old business. If not, why a lower market? A sharp decisive demand could quickly change prices to a higher level. May be enough seed trickling in all the time to fill most of the demand.—J. F. Zahm & Co.

### From the Seed Trade.

MOOREHEAD, MINN., Mar. 1.—The high price of grain will cause an increase of 10% in the acreage of this territory. A strong demand exists for seed. Plenty of timothy is on hand for local requirements; blue grass, alsike, and alfalfa is shipped in. The demand for alfalfa will be especially big.—N. J. Olsen Co.

Prices have not changed much this week. No chance because there has been so little trading. It's a little early for the real demand to start. Bulls say timothy will run independent of other seeds and look for better prices in April. Figure that present stocks in Toledo are taken care of; bought and paid for and won't come out unless more money is paid. Deliveries are practically all made, and bears not particularly interested.—J. F. Zahm & Co.

TOLEDO, O., Mar. 6.—Stocks of clover seed at Toledo did not decrease rapidly the first week of March. The decrease was less than the last week of February. March usually sees a severe shrinkage in stocks. As the market has reached a merchandising stage, the movement is all-important. Prices suffered severely during the week, losing almost as much as total decline for the month last year. Prices sometimes "come back" after a decline. That was the case two years ago, when March seed sold off 62c during the month, then finishing at a net gain of 32c. Prices covered a wide range that season. This year they have been working in a rather narrow groove. April is at a wide discount for a moderate-priced year. Cash still commands a premium. It has curtailed deliveries on March contracts, and restricted shipments.—Southworth & Co.

LONDON, ENGLAND, Feb. 15.—Clover and grass seeds are in good demand, with the market firm all round. Choice new red clover seed is scarce. There is more inquiry for yearling seed of good germination. White clover is scarce, market firm. Alsike is firm, medium grades scarce and wanted. Trefoil is steady. Lucerne seed, provenance firm; spot seed commands a considerable premium over that offered "to arrive," which, however, is expected to arrive in good time for sowing. There has been a rise on the week in Italian, cocksfoot, meadow fescue. Export orders for between 100 and 200 tons cocksfoot have been placed. All other varieties of grass seeds very firm. The delay in transport continues. It is considered by some likely to increase. Most dealers are anxious to get stocks home as soon as possible.—C. W. Le May & Co.

DR. WALTER F. RITTMAN of the Bureau of Mines, has discovered a process thru which oil refiners will be able to increase their output of gasoline 200%. His discovery will be given to the American people to prevent the possibility of monopolization by private individuals.



## Clover Seed Movement in February

|                        | Receipts. |         | Shipments. |           |
|------------------------|-----------|---------|------------|-----------|
|                        | 1915.     | 1914.   | 1915.      | 1914.     |
| Cincinnati (bags) .... | 8,808     | 9,213   | 5,460      | 5,600     |
| Toledo (bags) .....    | 7,316     | 8,000   | 17,371     | 11,901    |
| Chicago (lbs.) .....   | 1,993,000 | 418,000 | 1,583,000  | 1,576,000 |
| Milwaukee (lbs.) ..... | 944,843   | 174,165 | 1,003,432  | 758,515   |

## Timothy Seed Movement in February.

|                        | Receipts. |           | Shipments. |           |
|------------------------|-----------|-----------|------------|-----------|
|                        | 1915.     | 1914.     | 1915.      | 1914.     |
| Chicago (lbs.) .....   | 3,087,000 | 1,763,000 | 1,877,000  | 2,021,000 |
| Toledo (bags) .....    | 2,254     | 2,580     | 4,749      | 4,758     |
| Cincinnati (bags) .... | 719       | 3,125     | 3,241      | 2,770     |
| Milwaukee (lbs.) ..... | 309,250   | 141,430   | 353,193    | 330,000   |

## Flaxseed Movement in February.

Receipts and shipments of flaxseed at the various markets during February, 1915, compared with February, 1914, were in bus. as follows:

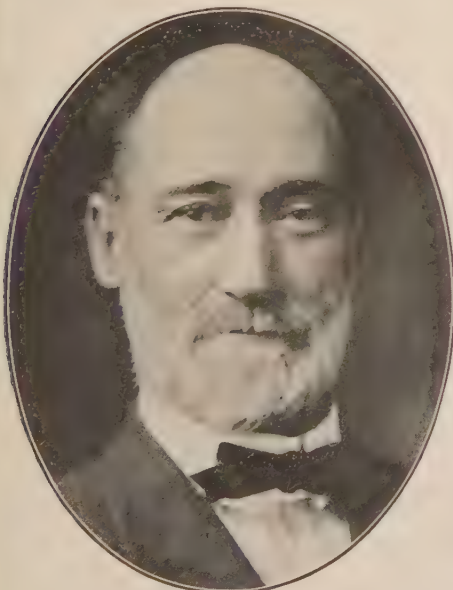
|                   | Receipts. |         | Shipments. |        |
|-------------------|-----------|---------|------------|--------|
|                   | 1915.     | 1914.   | 1915.      | 1914.  |
| Minneapolis ..... | 443,200   | 478,380 | 56,030     | 31,910 |
| Winnipeg .....    | 166,100   | 232,100 |            |        |
| Duluth .....      | 104,048   | 64,182  | 17,050     | 51,692 |
| Milwaukee .....   | 53,240    | 58,080  |            |        |
| Chicago .....     | 21,000    | 20,000  |            | 1,000  |
| Kansas City ..... | 7,000     | 1,000   | 6,000      |        |

UNITED STATES EXPORTS for the week ended February 27 amounted to \$56,802,000, and imports \$36,877,000, bringing the balance for the month in favor of the United States to \$120,000,000. The balance in favor of the United States for three months ended February 27, is \$411,000,000.

## James A. Buchanan Dies.

In the death of James A. Buchanan, Memphis, Tenn., on Mar. 3rd, the grain trade lost one of its most popular members. Tho totally blind for many years, Mr. Buchanan was always cheery and ready to offer a word or two of encouragement to a brother grain man who for the time might consider himself unfortunate.

This ability to see nothing but the bright side of every cloud, despite his affliction, soon made for Mr. Buchanan a host of friends, and his death after only a short illness, will be received as a shock thruout the country. He was 61 years of age and had been a resident of Memphis since 1878, organizing the firm of E. C. Buchanan & Co. with his brother.



J. A. Buchanan, Memphis, Tenn., Deceased.

## Hart Bill Passed in Kansas.

On Feb. 27, the Kansas house passed the grain inspection bill at Topeka, which was originally introduced by Hart and was known as H. B. 165, in spite of the many protests received in regard to the bill. The original bill has been amended and now provides for optional inspection but makes it a misdemeanor for any one, not a state inspector to inspect grain. It abolishes the state grain grading com's'n and reduces the fees for inspection.

The maximum rates for inspection provided in the proposed law follow:

That the fees for services of the officers of the dept. shall not exceed the following, but may be reduced by the chief inspector when in his judgment such reduced fees will pay the running expenses of dept.; for inspecting or sampling each carload, 65 cents; for inspecting or re-inspecting each wagon or carload, 10 cts.; fees for weighing in or out of elvtrs. or warehouses, per car, 50 cts.; duplicate certificates, ordered after service is performed, 10 cts.; moisture tests, 25 cts.; extra samples, 25 cts.

The bill passed prohibits the practice of the Kansas City Board of Trade sending its inspectors across the state line in Kansas City, Kan., and inspecting grain on the Kansas side. It states:

"The inspection, sampling, sampling for inspection or weighing of grain in this state, whether into or out of public warehouses or elvtrs., or in cars arriving at points where a state grain inspection is established, shall be performed by such persons only as have been duly appointed by the chief inspector of the state of Kansas grain inspection dept., and qualified according to law, and any person who shall act as such inspector, sampler, sampler for inspection or weigher of grain who has not been duly appointed and qualified shall be guilty of a misdemeanor and upon conviction thereof shall be fined in any sum not less than \$100 nor more than \$500, or by imprisonment in the county jail not to exceed thirty days, or by both such fine and imprisonment.

Another important change is the following section, defining public elvtrs. and warehouses: "That all elvtrs. or warehouses located or situated on or adjacent to the property of any railroad company, owned or operated by any railroad company, or owned or operated by any person, firm, corporation or co-partnership, or operated by any person, firm, corporation or co-partnership under contract or lease with the owner thereof in which grain is received for storage or transfer for a compensation, and all elvtrs. or warehouses located in this state in which grain is stored in bulk and doing business, for the public for a compensation, are hereby declared to be public elvtrs. or warehouses."

Another section requires that all grain handled by public warehouses be subject to state inspection—subject to the provisions of the amendment.

After passing the grain inspection bill, the house passed the Resler bill, which adds the inspection of hay and straw to the duties of the state grain inspector. The inspector is to designate public hay tracks at all terminal points, and shipments of hay and straw are to be unloaded at this point. The inspector also is allowed to fix the fees for the inspection of hay and straw, sufficient to meet the additional expense of inspection, and not to exceed 50 cts. a car.

VARIETIES OF KAFIR best adapted to the state of Kansas are discussed by G. K. Helder in Kan. Sta. Bull. 198, 1914.

# HESS GRAIN DRIERS

are used everywhere, and are more extensively used than all other makes, combined.

There are reasons for this.

The Hess Drier is simple in construction and operation. Every bushel of grain in it is visible and "get-at-able" while drying and cooling.

The Hess Drier is economical. It requires far less power than others.

The Hess Drier is efficient beyond comparison with other driers.

It will dry the softest of mushy salvage grain at a high temperature, or it will dry any grain or seed at any desired temperature down to that of the atmosphere.

It greatly improves all grain by removing odors and mustiness—blows out fungus and mold, improves germination and brightens and purifies the grain.

It is used extensively by seed dealers—also by the Government Seed Laboratory at Washington.

The Hess Drier is easily regulated and is perfectly adapted to drying everything granular, from timothy seed up to Hickory Nuts at any temperature, for any length of time.

No Wire Mesh in the Hess Drier, nor perforated metal—nor concealed air passages, nor dust pockets.

The whole thing is open as daylight, self cleaning, and every part accessible.

*More information for the asking.*

**Hess Warming & Ventilating Company**

**907 Tacoma Bldg., Chicago, Ill.**

Also Moisture Testers—Corn Sieves—Percentage Scales, etc.



## Supreme Court Decisions

**Notice of Claim.**—A notice in writing to the freight claim agent of a connecting carrier of a shipper's claim for damages was a sufficient compliance with a provision of the contract with the initial carrier requiring such notice.—*Galveston, H. & S. A. Ry. Co. v. Itule*. Court of Civil Appeals of Texas. 172 S. W. 1123.

**Passing of Title.**—Where a seller has done all required of him by the contract, and the counting, weighing, testing, etc., to ascertain the price must be done by the buyer, title passes, unless a contrary intention appears from the contract or circumstances.—*G. I. Frazier Co. v. Owensboro Stave & Barrel Co.* Court of Appeals of Kentucky. 172 S. W. 652.

**Damage to Freight.**—In an action against a carrier for damages to a shipment, the broker who sold the goods was properly permitted to state the efforts he made to sell them in their damaged state, and that he obtained for them the best price possible.—*San Antonio & A. P. Ry. Co. v. Bracht*. Court of Civil Appeals of Texas. 172 S. W. 1116.

**Surrender of B/L.**—Where a seller shipped goods to his own order with directions to notify the seller and transferred the B/L to which a draft on the buyer was attached, to a bank and obtained credit therefor, neither the seller nor the buyer could take possession of the goods without production of the B/L.—*Tedford Auto Co. v. Chicago, R. I. & P. Ry. Co.* Supreme Court of Arkansas. 172 S. W. 1006.

**No damages for Violation of Illegal Transit Privilege Contract.**—Where a contract between a shipper and a carrier for a milling in transit privilege was illegal as violative of the Interstate Commerce Act, and the illegal portion was alone sufficient to vitiate the whole contract, complainant could not recover damages for its breach.—*Lewis, Leonhardt & Co. v. Southern Ry. Co.* U. S. Circuit Court of Appeals. 217 Fed. 321.

**Carrier's Delay.**—Damp alfalfa meal was routed over two lines for shipment. The connecting carrier, after delivering some of the cars to the consignee, placed an embargo on further shipments. The initial carrier, who had agreed to carry the meal, accepted additional cars for shipment before the embargo was raised. Held that, where the shipment was not tendered to the connecting carrier until a time when the embargo should have been raised, it could not excuse its failure on the ground that the initial carrier accepted the shipment at its peril.—*Berger-Crittenden Co. v. C. M. & St. P. Ry. Co.* Supreme Court of Wisconsin. 150 N. W. 496.

**Federal Regulation Governs Switching.**—Congress has so far undertaken to regulate the subject as to invalidate, as an unlawful regulation of interstate commerce, an order of a state railroad commission under which a carrier may be required, upon demand of a carrier or shipper, and on terms fixed by the commission, to switch empty cars from any connection with a competing interstate railway to a designated side track within its own terminals in a city, for the purpose of being loaded there with goods intended for interstate commerce, and when so loaded, to move the same back to the competitor's line for continued transportation to another state, and also to accept from competing interstate lines at points within the city loaded cars brought from other states, and place them on its own side track, although such side track was the real destination contemplated at the time of the original shipment.—*Illinois Central R. R. Co. v. Louisiana R. R. Commission*. Supreme Court of the United States. 35 Sup. Ct. Rep. 275.

**Void Statute Licensing Commission Merchants.**—Laws N. D. 1897, c. 54, as amended by Laws N. D. 1903, c. 56, in so far as it attempts to regulate the business of foreign corporations and individuals engaged in interstate commerce in North Dakota, is void, so that, where a Minnesota corporation did no business in North Dakota, except to solicit orders for grain there to be shipped to it at its place of business in Minnesota, the statute had no valid application to it, and it could therefore not be legally sued in North Dakota, though it had in fact attempted to comply with the law by filing in the office of the secretary of state a power of attorney appointing that officer its attorney to accept service of process in all actions against it within the state.—*Cooper v. E. L. Welch Co.* U. S. District Court, North Dakota. 218 Fed. 719.

**Dealing in Futures.**—Though legitimate operations on Boards of Trade in accordance with the formalities prescribed and established are recognized as valid, the mere adoption of such formulae, even though operative within such boards to compel delivery, if demanded, will not protect a transaction which does not contemplate such delivery, though clothed in the garb of regularity. Where a corporation organized to operate a flour mill, with power to purchase grain necessary for the operation of the mill, etc., it was entitled to buy grain for future delivery, and hedge such bona fide contract when necessary to protect itself against the fluctuations of the market; but it had no right to gamble in futures, and such gambling, being prohibited both by the corporation's charter and the policy of the law, and acts of its officers in using its funds for such illegal purpose, were ultra vires, and not binding on the corporation or its stockholders, nor can they be ratified.—*Medlin Milling Co. v. Moffatt Commission Co.* U. S. District Court, Missouri. 218 Fed. 686.

**Property Purchased with Trust Fund.**—Claimant, Southern Cotton Oil Company, made advances to the bankrupt under a specific agreement that the money, which was placed in bankrupt's bank account, should be used to purchase cotton seed to be shipped to claimant. Bankrupt used some of the deposit in his general business. All the seed purchased by him after the advances were made was stored in claimant's warehouse and from time to time shipped to claimant, except a quantity which remained in storage at the time of the bankruptcy, a part of which had been paid for directly from the fund by checks, and an unknown part from bankrupt's store or by the use of his gin. Held that, as the mass of the seed in storage was claimant's, and had been so treated by bankrupt, who had shipped none to others, it should be presumed that the part paid for by him was intended to take the place of the money he had used from the fund, and in any event it became claimant's under the doctrine of confusion of goods, and that in the absence of any state law affecting the question all the remaining seed belonged to claimant as between the parties and as against the trustee in bankruptcy.—*Southern Cotton Oil Co. v. Elliott*. U. S. Circuit Court of Appeals. 218 Fed. 567.

**THE MALT WEEVIL** is shiny brown in color, the thorax is square, marked with spots, and dark rings encircle the body. As air is indispensable to this weevil, it is seldom found except in the upper layers of malt, preferring that which contains much moisture. Within 14 days the weevil may destroy 3% of the malt attacked and in 8 weeks its numbers may be increased 40 times. To remove the insect the malt may be run over a sieve exposed to a strong current of air, or the malt may be heated to a temperature of 55 degrees C. If bottles containing banana peels are buried in the malt the beetle will enter to obtain the moisture. The bottles should be removed from time to time and emptied in hot water. Burning sulphur fumes are also destructive to the weevil.

## Crop Improvement.

**CORN CLUB WORK** for boys is demonstrated by F. Mutchler in *Bien. Rpt. Bur. Agr. Ky.*, 20, 1913.

**THE GLOBE MILLING Co.**, Wakefield, Minn., is offering a prize of \$50 for the best 20-acre field of wheat grown in that vicinity during 1915.

**SCHOOL LESSONS** on corn, with a suggestive program for the observance of "corn day" in public schools, are given in *Dep't Agr. Bull.* 617, 1914, by C. H. Lane.

**THE CHAMPION** Mississippi corn club boy this year is Carl Graves, of Soso, Jones County, whose record is 202 bus. on a measured acre at a cost per bushel of 14½ cents, giving a net profit of \$172.05.—B.

**STINKING SMUT** in seed wheat can be prevented by thoro shaking, in bags, for three minutes with a 5% copper sulphate solution. H. Ross, in *Agr. Gaz. N. S. Wales*, 25, 1914, recommends that after the shaking the wheat be drained for 10 or 15 minutes, avoiding any contact with iron or tin surface.

**FEDERAL PURE FOOD COM'S'N** at Washington has been appealed to by E. C. Horst, Pacific Coast member of the Crop Improvement Com'te, in a protest against the liming of smutty barley. In some cases the quality of barley is such that it will turn water black as ink, but after liming, this same barley has every appearance of being sound, even as to color.

**THE CROP IMPROVEMENT Com'te** is requesting teachers of every country school to assist scholars in testing oats, wheat, barley and the sorghums for farmer friends or relatives. Teachers are asked to send \$5 to the Com'te, in exchange for which 500 test blotters, and instructions will be sent. If these are divided among the scholars the return to the children should prove remunerative.

**IRA J. PEARSALL** of Enumclaw, Wash., after five years of experimenting with corn, has obtained an acclimated grain. Each year he saved some of the previous year's seed, and each year the corn from this seed yielded more bus. to the acre than the previous season. Last year 96½ bus. were obtained from each of 10 acres planted to corn. From another plot he obtained from 30 to 40 bus. per acre of green corn, which he used for ensilage. His ensilage corn was crossed with a sweet variety, giving high quality and large yield. Pearsall has grown some ears a foot long; the kernels are large, healthy looking, and hard.

**FARMERS** in organized counties of Illinois do not want the county adviser proposition paid for by taxation of the county, state or the whole country. They want it to be a membership proposition, open to progressive farmers, and under the control of the farmers themselves. This was strikingly brought out at the recent roundup meeting in Livingston County, Ill., where out of 400 farmers, not a single one voted in favor of the system of state or federal support and control. This is a good deal different from the other method where the demonstrator goes abroad preaching the gospel of better farming along the highways, and hoping for someone to hear and heed. The whole ground work of this county organization proposition depends on the work done by the farmers themselves, and their interest in the results. The farmer himself is the important item, not the demonstrator or farm adviser.—Orange Judd Farmer.



## Changes in Rates

AS SHOWN by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

**Western Trunk Lines**, in Sup. 48 to Circular 1-J quotes rules, regulations and exceptions to grain classifications, effective April 1.

**C. & A.** in Sup. 9 to 1,570-D quotes milling, malting and transit privileges on grain, grain products and seeds at stations on the C. & A. Ry., effective Mar. 3.

**C. & A.** in Suspension Notice issued Jan. 27 suspends tariffs on grain, grain products and feed consigned from stations in Ill. to points in the west and to the Atlantic Seaboard.

**Erie** in Sup. 2 to B-5421 quotes rates on grain and grain products from Erie and Chi. & Erie stations; to stations in C. F. A. territory, effective state Feb. 13, interstate Mar. 5.

**C. G. W.** quotes a proportional export rate of 20.2c on wheat and 19.2c on corn and oats from Council Bluffs, Ia., and Omaha, Neb.; to New Orleans, La., effective Feb. 10.

**C. & E. I.** in Sup. 3-B to 6639-A suspends the rule governing milling and malting in transit privileges on grain and grain products at stations of the C. & E. I. Ry., effective Mar. 1.

**Ill. Cent.** in Sup. 4 to A-8630 names rules and charges governing grain and grain products at its stations in Ia., Minn., and S. D., also East Dubuque, Ill., and Omaha, Neb., effective Feb. 27.

**Wabash** in Sup. 11 to A-5327 quotes rates on grain and grain products between stations in Ill., Mo. and Lower Mississippi Valley and La. points; and stations in Ia., Mo. and Neb., effective Mar. 1.

**C. & E. I.** in Sup. 26 to 622-B quotes rates on grain and grain products from stations on the C. & E. I. Ry., to central and eastern United States points, also points in Canada, effective Mar. 10.

**Ill. Cent.** quotes a proportional export rate of 20.2c on wheat and 19.2c on corn, oats, rye and barley from Omaha, Neb., and Council Bluffs, Ia.; to New Orleans, La. (when for export to European ports), effective Feb. 10.

**C. G. W.** quotes a proportional rate of 20c on barley, corn, oats and rye from Council Bluffs, Ia., and Omaha, Neb.; to New Orleans, Bayou Sara, Baton Rouge, La., Greenwood, Vicksburg and Natchez, Miss., effective Feb. 10.

**M. & O.** quotes an export rate of 10.2c on wheat, corn, oats, rye and barley from Cairo, Ill., and 11.2c from St. Louis, Mo., and East St. Louis, Ill.; to shipside Mobile, Ala., and New Orleans, La. (when for export to Europe, Asia and Africa), effective Feb. 18.

**C. & A.** in Sup. 12 to 1596-B quotes rates on grain and grain products from stations in Ill., to Memphis, Tenn., New Orleans, La., Mobile, Ala., Jackson, Meridian, and Hattiesburg, Miss., and Helena, Ark., also to other points in Ala., Ark., Fla., La., and Miss., effective Feb. 10.

**C. R. I. & P.** in Sup. 5 to 19,687-G quotes rates on grain, grain products, seeds, and broom corn from Mo. River stations and other stations in Ill., Ia., Minn., and S. D., to Mississippi Valley points and other stations in Ala., Ark., Fla., La., Miss., Tenn., and Texas, effective Mar. 31.

**C. R. I. & P.** in Sup. 24 to 27,537-B quotes rates on grain and grain products from stations in Ill. and Iowa to Albany, New York, Rochester, Syracuse, Utica, N. Y., Baltimore, Md., Boston, Mass., Quebec, Can., Philadelphia, Pa., and other eastern points; also on flaxseed and grain from stations in Ill., Ia., Kan., Minn., Mo., and Neb., to stations in Ill., Ind., Ky., N. Y., Ohio, and Pa., effective Apl. 1.

**C. & A.** has withdrawn its cancellation of rates in connection with the Cal., Hammond & S. E.; Chgo. & Cal. River; Chgo. Short Line; Chgo. W. Pullman & Sou.; Ill. Nor., and Mfgs. Junction Rys., and has suspended the cancellation of rates in connection with the C. & I. W., and Ill. Term. Rys.

**C. & A.** in Sup. 6 to 1574-B quotes rates on grain, grain products, seeds and hay from Kansas City, Mo., to Cairo, Ill., Evansville, Ind., and stations in Ala., La., Miss., Tenn., and when for export, to the following cities: Key West, Pensacola, Fla., Mobile, Ala., Port Chalmette, and Westwego, La., effective Feb. 14.

**C. R. I. & P.** in Sup. 6 to 29,329-A quotes rates on grain, grain products and seeds from Armourdale, Atchison, Fort Leavenworth, Leavenworth, Kan., Council Bluffs, Ia., Kansas City, St. Joseph, Sugar Creek, Mo., Omaha, and So. Omaha, Neb., to stations in Ill., Ind., Ia., Minn., Mo., S. D., and Wis., effective Mar. 22.

**C. & E. I.** in Sup. 25 to 622-B quotes rates on grain, grain products, broom corn and seeds from stations on the C. & E. I. Ry., to points in Ala., Ark., Conn., Del., D. C., Ill., Ind., Kan., Ky., La., Me., Md., Mass., Mich., Minn., Miss., Mo., N. H., N. J., N. Y., Ohio, Pa., R. I., Tenn., Vt., Va., W. Va., Wis., and points in Canada, effective Mar. 1.

In addition to the regular inland and ocean freight charges applying from Atlantic and Gulf ports to Havana, Cuba, the following wharfage and handling charge will be made: Grain, flour, bran and feed, 2c per 100 pounds, and hay, 1c per 100 pounds, to be prepaid along with other freight charges; effective Mar. 15.—Traffic Mgr. Chas. Rippin, Merchants Exchange Traffic Bureau.

MAINE'S ANNUAL CONSUMPTION of wheat is 4.7 bus. per person, Michigan 5, and thruout the south, where corn is much used, the average is only 4 bus. States having abundant wheat, such as Minnesota and Kansas, consume 7.2 bus. The average for the country is 5.3 bus.

PRICES ARE DOWN to a more reasonable level for corn and should attract interests willing to take it. So far there has been no appearance of such buying, and there is nothing to warrant a person in basing hopes on it appearing. The enormous visible is against the price, the export demand has failed to appear and yet corn is just sick enough to experience a rapid recovery in price and demand. At present there are mutterings that the true situation in the Argentina crop has not yet been made known and that the crop will not be as large as estimated.—W. H. Perrine & Co.

LACK OF HORSES and men over Europe generally, and in Germany lack of fertilizer which is essential in that country of light soil, to secure proper yields, will cut deeply into production by at least 30% according to experts whether war terminates speedily or not. This applies not only to wheat but to all other grains, for this territory affected produces 45% of the world's wheat, 75% of the rye, 60% of the oats and 50% of the barley. It, therefore, becomes evident that the world's entire grain supply is so closely adjusted to demand that all surplus producers must secure their full quota and ship without undue delay to avoid serious shortages along the way and consequent sharp advances in prices. There will be times when anticipation of liberal supplies may bring temporary lower prices, but foreign buyers will be quick to take advantage of such situation. We look for a continuation of abnormally high grain prices until the world accumulates a surplus, which at present seems a very remote possibility.—W. H. Perrine & Co.

## Save Time Labor and Costly Mistakes

The old-fashioned paper and pencil method, use of cumbersome and out-of-date grain tables in computing the cost of different quantities of grain or in reducing pounds to bushels is being rapidly replaced by

### CLARK'S DECIMAL GRAIN VALUES

The tables show the cost of any quantity of grain at any possible market price, and the reduction of pounds to bushels all on the same page.

Values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, values in black, and price given at the top and bottom of each page.

Three minutes explanatory use, means a continuous service.

Will stand the wear and tear.

Time saved in a month pays initial expense.

Table contains oat values, 32 lbs., 10 to 79 cents per bushel; corn, rye and flaxseed values, 56 lbs., 10 cents to \$1.09 per bushel; wheat, clover, peas and potato values, 60 lbs., 30 cents to \$1.59 per bushel; and barley and buckwheat values, 48 lbs., 20 cents to \$1.49 per bushel.

### FINEST THING IN THE WORLD FOR

Checking accounts or reports.

Monthly inventory.

Station report checking.

Daily grain computations.

At any time where speed and accuracy are desired.

Before "the rush" comes—now's the time to order yours. Send \$5 for table bound in art canvas, printed on 80-lb. book paper, or \$6 for one printed on heavy linen ledger paper, bound in cloth, half leather.

### Grain Dealers Journal

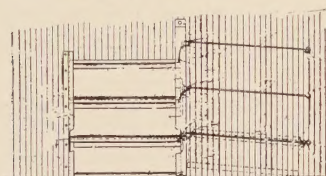
315 South La Salle Street,  
CHICAGO, ILL.



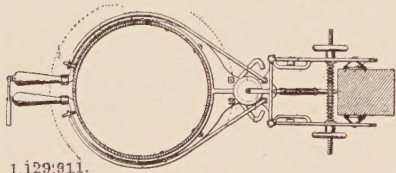
## Patents Granted

**Grain Sprouter.** No. 1,130,135. (See cut.) David Benson, Lamoille, Ill. A casing is provided with an open bottom and a hinged cover at the top. Angle frames are fixed within to the upper and lower portions of the walls, the upper frame being depressed to receive and support the cover. Legs support the casing above the floor and a lamp is placed under the whole.

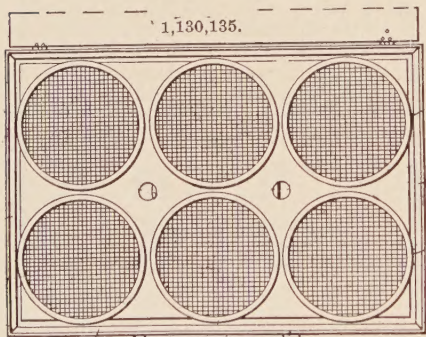
**Spiral Conveyor.** No. 1,129,781. (See cut.) Morris U. Bernheim, Cincinnati, O., assignor to the Alvey-Ferguson Co., Cincinnati, O. An internal supporting member extends longitudinally within a spiral conveyor, and a series of ways extend spirally about the internal supporting member. Terminals of these ways are relatively disposed to provide a junction place separating the end of the third spiral way from the ends of the others. Junction place is arranged to form a bed for controlling communication of the third spiral way with the others. An adjustable section has pivotal connection with the internal supporting member and is adapted to bridge the space between the ways, connecting the third with the other two.



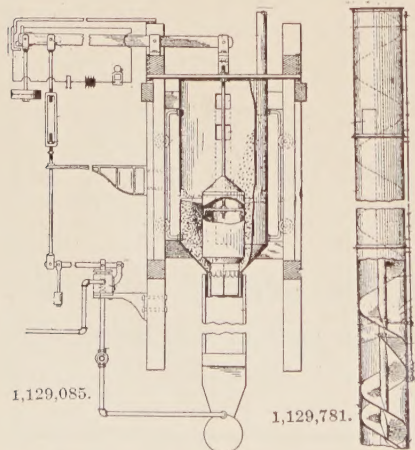
1,129,496.



1,129,911.



1,130,135.



1,129,085.

1,129,781.

**Clamp for Bag Holders.** No. 1,129,911. (See cut.) Ellston Smith and Geo. W. Snook, assignors of one-third to Wm. E. Peck, Buffalo, N. Y. A clamping and supporting means comprises a web with plates pivotally connected to the web and a threaded rod passes loosely thru the plates beyond their pivots. The terminals of these threaded rods clamp the plates and a brace rod underlying the clamping plates pivotally connects with the web.

**Automatic Grain Cut-Off.** No. 1,129,085. (See cut.) Lyman Gold, Charlestown, Ind. A grain holding receptacle is suspended from one end of a pivoted lever, the receptacle having a discharge opening at its lower end. The outer end of the lever is weighted to counterbalance the receptacle. A closure closes the discharge opening in the receptacle when in its highest position. Means are provided for steaming and dampening the discharged grain.

**Grain Car Door.** No. 1,129,496. (See cut.) Robert Kirkwood and Charles Lee, Frankfort, Ind. A wall having a doorway combines an upright bar upon the inner side adjacent to one edge of doorway. The door embodies superimposed sections adapted to rest against the inner side of wall across doorway and to move between bar and wall. Rails extend away from the doorway along the wall and ends of the rails are disposed between the bar and wall. Upper portions of the door sections have inner hooks adapted to fit behind the bar and slide on the rails.

ARGENTINE'S exportable surplus of wheat is estimated by Broomhall at 120,000,000 bus., or 20,000,000 bus. under the last official preliminary estimate.

AVERAGE bushels per car of the grain weighed at Chicago during 1914 was 1,366½. Total number of bushels weighed was 602,774,764.

## Books Received

**CO-OPERATIVE ORGANIZATION BUSINESS METHODS** is the first of a series of bulletins to be issued by the Dep't of Agriculture to deal with the business methods of agricultural marketing organizations. The booklet is general in its scope, covering all matters pertaining to these organizations. It is planned to deal with the business requirements of specific classes, such as elevator, creamery and other organizations, and to present systems of accounts and information of special value to the type of organization for which written. Bull. 178, by W. H. Kerr and G. A. Nahstoll, U. S. Dept. of Agr., Washington.

## Indiana Exacts Mutual Insurance Law.

The Indiana Legislature has passed a law for the organization, admission and management of mutual insurance of all kinds other than life. The bill passed was one that had been drafted by a committee of insurance commissioners and recommended its uniform adoption in all states in order that the mutual laws might be uniform and prevent the many troubles that now arise where companies are doing business in other states.

The particular need of the Indiana law at the time was that the same legislature passed a workmen's compensation law which provided for the organization or use of mutual insurance where the employer desired, while there was no law in Indiana for the organization of such companies. The law passed had the endorsement of the Indiana department and its provisions call for all of the reserves and strength of a stock company other than capital.

## Minnesota Farmers Meet.

The 8th annual convention of the Minnesota Farmers Grain Dealers Ass'n was held in Minneapolis, Feb. 24 to 26. About 100 were present at the opening session, which was immediately adjourned as many of the delegates were absent on sight seeing tours. Frank G. O'Dell, sec'y of the American Rural Credits Ass'n, was the speaker of the afternoon.

The Thursday morning session was well attended and J. R. Humphrey, of Washington, D. C., delivered an address on elevator accounting. He was followed by Prof. L. D. H. Weld, who spoke of "Farmers Elevators of Minnesota," and illustrated his talk with a chart, giving many statistics.

In the afternoon H. W. Danforth of Washington, Ill., pres. of the National Council of Farmers Grain Dealers Ass'ns, spoke on "What the Council Is Doing for the Farmers' Elvtr. Movement," and C. E. Elmquist, member of the Minnesota railroad and warehouse com's'n spoke in opposition to the Moss bill, providing for federal inspection of grain. He pointed out some of the advantages of the present system and the ease with which a shipper not satisfied with the grade put on his grain can make a re-appeal. He said: "There is a tendency to put too much power in the hands of the federal government and not enough in the hands of the state." He cited the activities of the dept. and gave the figures from the last annual report showing the number of bushels of grain inspected and other statistics.

In the evening 600 delegates and members of the Chamber of Commerce dined together at Donaldson's tea rooms, the dinner being tendered by the Minneapolis Grain Com's'n Men's Ass'n to the visitors. Governor W. S. Hammond and Allen D. Albert were the speakers. W. O. Timmerman, pres. of the ass'n, was toastmaster.

"Cooperation and the Collection of Railroad Claims" was discussed by Mr. Shields at the closing session.

H. R. Meisch, of Argyle, was re-elected pres., D. A. Smith, Truman, vice-pres., and Adam Brinn, Stewartville, treas. A. J. Farmer, of Airle, is sec'y.

The resolutions adopted included: A resolution favoring the enactment of a law to prevent line elevator companies from paying more for grain at one station than at another, freight rates considered; a resolution to fight any move on the part of the railroads for increased freight rates, and a resolution to the effect that members of the organization are absolutely opposed to anti-future legislation for the reason that future trading as conducted in established grain exchanges affords great security and advantage to the farmers elevator companies. Loftus of the Equity Exchange and a few members made only one attempt to gain the floor during the convention, but were quietly suppressed and no trouble resulted.

OPENING THE DARDANELLES will release quantities of wheat variously estimated at 8,000,000 to 80,000,000 bus. As the port storage is limited, the bulk of the wheat is back in the country, out of sight; and its movement to the importing countries of Europe would be slow. For the season Aug. 3, 1913, to Feb. 15, 1914, Russian exports aggregated 96,664,000 bus., against only 688,000 bus. for the corresponding period of the present season, to Feb. 15, 1915, showing that Russia may have 96,000,000 bus. held back to flood the markets.



# The GRAIN DEALERS JOURNAL.

## Insurance Notes.

LIABILITY INSURANCE COMPANIES of Minnesota collected premiums of \$1,647,237.26 during the period from Oct. 1, 1913, to Dec. 31, 1914, losses for the 15 months amounting to \$471,636.97.

A COMPROMISE between the Phillips and Houts compensation bills in the Missouri legislature is being sought by labor leaders and employers of the state. As the influence of capital and labor with the legislature is about evenly divided, the opposition of each side to the other's measure would sidetrack both bills. As all interested parties wish to see a compensation measure on the statutes, the compromise is hoped for.

THE TRI-STATE Mutual Grain Dealers Fire Insurance Co., Luverne, Minn., has issued a pamphlet descriptive of the company and the work it is doing, and outlining its plan of insurance. A table of premiums returned since organization shows that in 1903, 96% was returned, the next highest being in 1907, when the amount was 85%. Only 5% were returned in 1909, followed the next year by a return of 72%. In 1914, 35% of premiums were returned. The total return on premiums since organization amounts in cash to \$144,213.83. The company shows a surplus at present of \$18,650.59.

AN EXPERIMENT PLANT to determine the cause of dust explosions in flour mills is being installed in the Pennsylvania State College at Bellefonte, the U. S. Dep't of Agriculture having authorized its erection.

NORTH DAKOTA workmen are considerably interested in H. B. 303, introduced into the state legislature by Hon. J. L. Hjort. The bill would provide injured persons with reasonable and prompt compensation and would "utilize a large part of the state's money, now wasted under the present system." The measure also provides for the settlement of disputes between employers and labor. It is prepared along the lines of the Wisconsin law, except that it does not create any new office or ask for any appropriation.

REPRESENTATIVE KEENE of "Bourbon" County, Kan., is seeking to compel insurance companies of that state to invest 75% of their Kansas reserve in Kansas securities. Mr. Keene evidently overlooked the fact that 1914 prosperity throughout his state will make necessary very little borrowing of money in the near future at least. His measure would compel insurance companies to accept the accordingly low rate of interest from Kansans rather than place the Kansas reserve where it would be more needed and bring a higher return.

## Western Grain Dealers Mutual Fire Ins. Ass'n Report.

The annual report of the Western Grain Dealers Mutual Fire Ins. Ass'n, Des Moines, Ia., shows the following condition at the close of 1914:

Total receipts for the year, \$66,109.08; cash disbursements, including fire losses, dividends to policy holders and office furniture and fixtures, \$25,896.50; miscellaneous expenses, such as rent, salaries, taxes, traveling, etc., \$6,800.41; cash on hand, \$32,608.44.

Insurance in force Jan. 1, 1915, amounts to \$2,602,714.20, a gain for the year of \$294,096.11.

E. WILKINSON of Birmingham, Ala., has been elected by the board of directors of the Grain Dealers National Ass'n to succeed S. R. Jaques of Macon, Ga., on the board.

ORGANIZED 1902  
**TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.**  
LUVERNE, MINN.  
For rates, etc., address  
E. H. MORELAND, Secretary

**WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION**  
DES MOINES, IOWA  
JAY A. KING, President GEO. A. WELLS, Secretary  
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Regarding Short Term Grain Insurance

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Chicago, Ill.  
Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

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**The Millers' Mutual Fire Insurance Association of Illinois**  
ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

Insurance in Force \$24,011,664.48. Cash surplus \$531,396.68

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PENNSYLVANIA MILLERS MUTUAL FIRE INS. CO. OF WILKES-BARRE, PA.  
MILL OWNERS MUTUAL FIRE INSURANCE CO. OF DES MOINES, IA.  
THE MILLERS MUTUAL FIRE INSURANCE CO. OF HARRISBURG, PA.  
TEXAS MILLERS MUTUAL FIRE INSURANCE CO. OF FORT WORTH, TEXAS.  
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GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. OF INDIANAPOLIS, IND.

## ASTONISHED!

Are you, Mr. Property-owner, one of the 15,000 to whom this enormous fire waste is chargeable?

## YOU ARE

if you have ever had a fire.

**MUTUAL FIRE PREVENTION BUREAU - OXFORD, MICH.**



This Cabinet should be in Every Mill and Elevator.  
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**Price \$3.00**

## GRAIN DEALERS JOURNAL

315 So. La Salle St. Chicago, Ill.

## Times Have Changed

There was a time when grain dealers accepted kiln dried corn which was cracked, blistered, and discolored because they had been given to understand that mutilation of the corn was a necessary result of the drying process. Since the advent of the ELLIS DRIER in the corn markets of the United States—times have changed. Purchasers of kiln dried corn are no longer satisfied with an unevenly dried, cracked, parched and discolored product because it is being proved every day in the year that there is such a thing as QUALITY in kiln dried corn, and by quality we mean the product is not only dried evenly but the natural color and life of the corn is retained.

### THE ELLIS DRIER CO.

Grain  
Driers

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## THE VALUE

### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

**DO YOU** want machinery that will **run 24 hours a day and every day** and that will not put you out of business with continuous breakdowns and repair bills?

If you do, **specify and insist on getting**

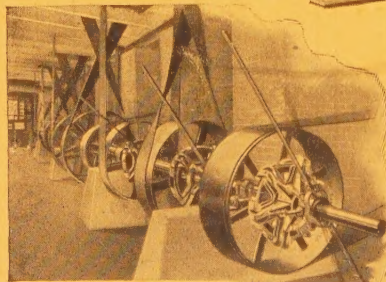
**WELLER-MADE**



COLD ROLLED SCREW CONVEYOR



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STEEL ELEVATOR CASINGS.

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for elevator use are in a class by themselves.

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